

# CHEMIST & DRUGGIST

The newsweekly for pharmacy

a Benn publication

May 15 1982

NPA names  
agency for 'film'  
1983 campaign

Pharmacists  
in London  
Marathon

Death of  
Thomas Marns

David Savory  
retires from  
Macarthys

Interphex 82:  
a preview

Edinburgh:  
BPC venue

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May 15, 1982

Volume 217 No 5319  
123rd year of publication  
ISSN 0009-3033

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Published Saturdays  
by Benn Publications Ltd  
Sovereign Way, Tonbridge,  
Kent TN9 1RW  
Telephone: 0732-364422 Telex 95132

**Subscription:**  
Home £37 per annum  
Overseas & Eire £46 per annum  
including postage  
75p per copy (postage extra)



Member of the Audit Bureau of Circulations

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## CONTENTS

### BEAM get £1m NPA corporate account

Campaign planned for 1983 896

### C&D Assistant of the Year

More prizes in this year's competition — entry forms in this issue 897

### David Savory retires 898

### Edinburgh: BPC venue 914

### Interphex '82 926

... a preview 926

### London marathon

Pharmacists complete the course 931

Comment 895

Topical reflections by Xrayser 898

People 898

Death of Mr Thomas Marns 900

Prescription specialities 900

Counterpoints 902

Points of law 911

Books 911

Letters 929

Westminster report 929

News extra 930

PSNC report 932

Business news 933

Market news; coming events 935

Classified advertisements 936

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## COMMENT

### Fair trading?

Not surprisingly, the National Pharmaceutical Association's decision no longer to accept "leapfroggers" into membership is creating a considerable amount of discussion — and no doubt there will be qualms among Board members themselves as to whether the new ruling can be upheld in law (not least because of the very extent and quality of the NPA's services, denial of which must put any independent pharmacy at a considerable disadvantage).

The report of the last Board meeting reveals something of the thinking that went into the decision, which was taken in the light of a document prepared by the director, Mr Tim Astill. This reiterated the NPA policy that there should be rational location of pharmacies in the UK and stated:-

"We have given full public support to the representations made on this subject to successive Governments. Briefly, these representations are to the effect that (a) everyone should have ready access to a full pharmaceutical service; (b) there should be financial incentives to encourage the opening of pharmacies in areas where the population is too small, or too sparse, to support a pharmacy; (c) there should be control over the opening of pharmacies in areas already adequately served; (d) the control should be exercised by a body representative of local pharmaceutical, patient and medical interests, with knowledge of local circumstances; (e) there should be an avenue of appeal — preferably to a person or body unconnected with any of the parties to the original decision.

"Such a system would have the force of law and be implemented either through the NHS Regulations by restricting allocation of NHS contracts or (better) through Regulations made under the Medicines Act by restricting registration of pharmacy premises."

The Board decided that the criteria for membership should remain unchanged

and each case be examined individually.

In the particular case of an application from a pharmacy in the West Midlands, the previous decision to reject membership was reaffirmed. The question whether this decision constituted a registerable agreement under the Restrictive Trade Practices Act 1976 would be examined by NPA solicitors.

How very sensible are the above policies on rational location — but how deaf have been the Governmental ears to whom the "representations" have been made by the profession over the years. To some extent it is the profession's own fault, in that it has never quite achieved a position in which it could speak with one voice on the subject. Nevertheless, the failure to agree on matters of detail should not have deterred Ministers from coming to grips with a policy that has always had the public interest paramount.

Although we are beginning to move towards this goal with the restriction of basic practice allowances, it is a crude mechanism which is already causing dissension. The NPA's approach, like withholding sweets from a naughty boy, is certainly no less crude as a device for controlling the distribution of pharmacies — but that the Association should actually put such a principle into practice confirms the degree of frustration its Board members feel.

Some leapfroggers are providing a valuable service, perhaps moving in line with population trends or replacing a really inefficient established pharmacy. But in probably the majority of cases they are simply putting money into their own pockets — and a "local" and comprehensive pharmaceutical service (that is, more than the dispensing of prescriptions) out of the reach of a large section of the community.

The arguments are very similar to those which won for pharmacy the case for resale price maintenance on medicines — perhaps in the end an investigation by the Director General of Fair Trading could result in a recommendation to Government that would be heard. ■

## BEAM get '£1m' NPA corporate account

The National Pharmaceutical Association has announced that BEAM Advertising and Marketing are to run the corporate advertising campaign — "The community pharmacist." The campaign could cost in excess of £1m overall and pharmaceutical manufacturers are to be approached for contributions, as well as NPA members.

A small subcommittee of Board members has been appointed to co-ordinate the campaign and liaise with the advertising agency — judged to have made the "best and most appropriate" of the submissions made by three carefully selected agencies. The agency's preliminary task will be to communicate to members the aims of the campaign. These will be presented at regional meetings and through the pink *Supplement* and the pharmaceutical Press. Before launching the advertisements addressed to the public, the Board will evaluate the response from members who will be asked to bear the cost in the form of an additional subscription.

The account director at BEAM Advertising and Marketing responsible for the NPA account is Mr Andrew Carnegie, a director of the firm. He has considerable experience of pharmacists having risen from representative with Smith & Nephew, selling Elastoplast and Nivea, to marketing manager in an eleven-year stint.

### Great opportunity

Mr Carnegie told *C&D*: "We are tremendously excited with this very, very worthwhile piece of business. It is a great opportunity for us."

It is hoped that the campaign, costing in excess of £1,000,000 overall, may be funded by a mixture of an additional levy on members and contributions from pharmaceutical manufacturers. Talks with manufacturers about ideas on the ways and means of making this happen have been going on. Mr Carnegie said his company is anxious to get the campaign right when it happens.

The results of the soundings of member's views are likely to be available by the Autumn. The campaign is then likely to be launched the following year. "We see the main ingredient as enhancing the role of the pharmacist in community health care.

"The pharmacist will only continue to

pay for the campaign if we can prove that there is a significant move to the pharmacist."

BEAM Advertising and Marketing's original research into what the public expects from the pharmacist was based on up to 100 filmed interviews with members of the public in the streets of Stevenage and Welwyn Garden City. Pharmacists were also asked about their "image." Some of these clips formed the basis of a film presentation to members of the NPA Board.

### Brief from director

The campaign will be broadly based on the brief prepared by the NPA director, Tim Astill, as presented to the Board at the previous meeting:

"Over the years there has been a steady demand from retail pharmacists for 'more publicity' and 'better PR' and 'higher status' and 'a better image.'

"...there can be no doubt that many ordinary people are very ignorant about pharmacy and pharmacists. They look upon their chemist as a better-than-usually-educated shop-keeper or, worse, as a failed doctor. They do not know what their pharmacist is, so they tend not to use him as well as they could.

"The NPA Board, in its new policy statement, attempts to define the role of the pharmacist in the foreseeable future. It suggests that the pharmacist's involvement in dispensing should be directed much more towards ensuring the correctness of the prescription and counsellng the patient rather than towards the dispensing operation itself which, these days, is usually very simple. The statement advocates a much greater part for the pharmacist to play in advising people about family ailments and the remedies they should use. It also states quite firmly that medicines should be supplied only through pharmacies. If these theories are ever to be realised in practice there is an overwhelming need to tell pharmacists what *they* should be doing for the public and the public what their pharmacist can do for *them*. The messages are not complex. The idea that in every chemist's shop there is a pharmacist just for the asking is really quite simple. As is the notion that, free of charge, the pharmacist will advise on almost every aspect of personal and family health. Only slightly more difficult

to comprehend is the idea that medicines should always be bought from a pharmacy, or that the pharmacist is qualified to help resolve doubts about prescribed medicines, dosage, drug interactions, home nursing, aids for invalids and the disabled, etc.

"What is needed is a well-designed, soundly financed and well-supported advertising campaign on behalf of retail pharmacy. Preliminary informal soundings taken of NPA members and other pharmacists at branch meetings indicate that such a campaign would be enthusiastically welcomed."

### New offers

Mr Marshall Gellman, FPS (Manchester) is the new chairman of the National Pharmaceutical Association. The NPA elected its officers for the year at a special Board meeting at the end of last month.

Mr C. Donald Ross, MPS (Bourne, Lincs) is vice-chairman for the coming year and Mr Robert G. Worby, FPS, (Walthamstow, London) has been re-elected treasurer.

### 'Community' backing

The president of the Pharmaceutical Society, Professor A.H. Beckett, is to address the May Board meeting of the National Pharmaceutical Association to discuss and further promote the concept of retail pharmacists as "community pharmacists".

The following topics were also discussed at last month's Board meeting:

- *EEC matters*. A short report on a working document prepared by Mr Malangré, the rapporteur for the Legal Affairs Committee of the European Parliament, was considered. The document as a whole was broadly supportive of the NPA position but, partly because of the translation, sections of the document needed careful analysis and consideration.

- *The Queen's visit to St. Albans*. The chairman and the director, together with their ladies, are to represent the NPA at the civic lunch to be held at the City Hall when Her Majesty the Queen and His Royal Highness The Duke of Edinburgh open the new Chapter House at the Abbey on July 8.

- *Other matters*. The Board also considered a report from the director to the effect that an amendment was to be made to the Supply of Goods and Services Bill. This was to clarify the position of medicines dispensed under the NHS, but had not yet been made available. Other reports received were on Parliamentary activity in March, NHS matters and BPSA activities. ■

## Unichem may 'wipe the floor' after a High Court win

Pharmacists are continuing to join Unichem at the rate of 40 a month and — according to an article in *Marketing Week* — the group confidently expects to wipe the floor with the opposition if it wins its "discount or profit share" court case with the DHSS because "... it will be the only company that can effectively offer its drugs at a reduced price without the DHSS claw back."

In the cover story entitled "Peter Dodd of Unichem: The unco-operative co-operative" the progress of the society under his managing directorship is charted. Unichem is said to be "dangerous" to its competitors because it is an efficiently-run co-operative, not just because it is one.

Having regard to the NPA's coming attempt at corporately advertising the pharmacist's image, *Marketing Week* / Peter Dodd's view of him is: "The pastoral image of the convivial corner chemist gently assuaging the neighbourhood ills may not entirely be a thing of the past but it helps if the chemist is also something of a hard-nosed business man these days.

"More independent chemists are realising that if they are to compete effectively with the large multiples — of which Boots is the prime example — they must become more efficient."

Mr Dodd concedes Unichem are under-capitalised. "This is the usual criticism but the fact is that if you have grown at the rate we have, you cannot make sufficient retention to finance next year's growth.

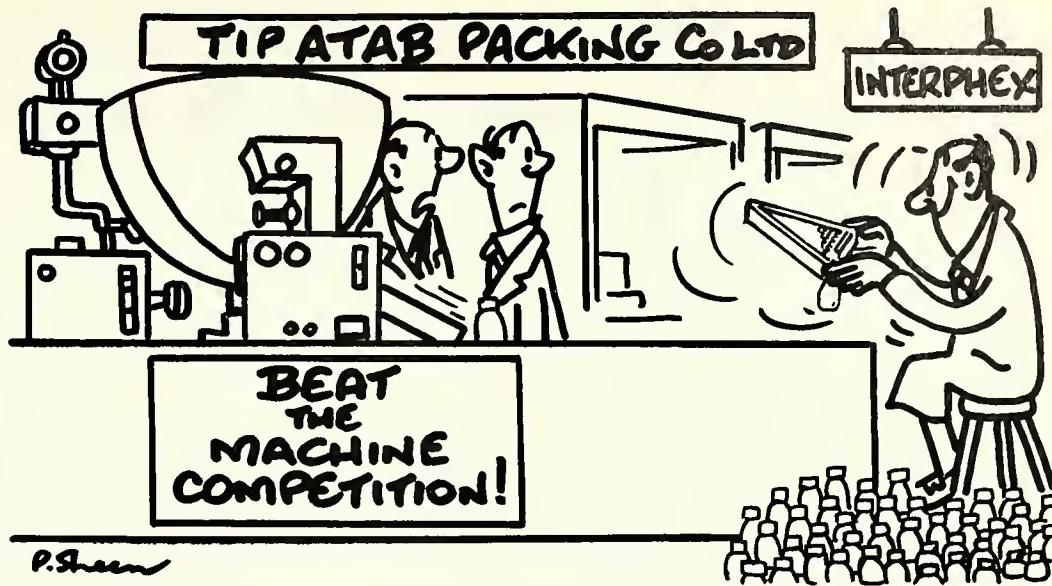
"... the important thing is whether your cash available is adequate — it's in that context I mean we are under-capitalised. But we have a track record and our track record enables us to borrow money." ■

## Pharmacy numbers rose in April

Pharmacy numbers rose for the first time this year with a net increase of 13 premises on the Register for April. In England 36 pharmacies opened (10 in London) and 18 closed (five in London). In Scotland three pharmacies opened, but eight closed, while in Wales there was one opening and one closure.

There has been a net loss of 13 pharmacies so far this year, bringing the number of registered premises down to 10,698.

Notable among the month's changes were the transfer of eight Boot's branches to independent pharmacy hands. ■



## Decision time for Guild pharmacists

Hospital pharmacists will have to decide whether to go on strike next week as part of their support for the TUC's campaign against the Government's 4 pc limit.

The Association of Scientific, Technical and Managerial Staffs will be asking all its members, including those belonging to the Guild of Hospital Pharmacists, to support a one-day strike on May 19. ASTMS is officially supporting the TUC joint campaign among health service workers in pursuit of a 12 per cent pay claim. This week the TUC Health Services Committee decided on the national 24-hour strike followed by locally organised two-hour stoppages.

Guild members will decide whether to support the action within their local branches. Although no actual figures have been given for the number of pharmacists who stopped work for an hour on April 14, as part of the TUC campaign, it appears that most hospital pharmacies worked normally. Mrs Donna Haber, ASTMS divisional officer with responsibility for the Guild, said she would have thought that the recent higher offers for some groups within the health service, such as doctors and dentists, would have strengthened support.

This was confirmed by Guild editor, Miss Marion Dinwoodie, chief pharmacist at Whittington Hospital, London, who described higher offers to other public service groups as "divisive". Such action upset pharmacists who would not accept the offer without a fight. However, Guild members were looking for ways to support the TUC campaign through causing disruption without affecting patients; it was a matter for individual consciences and the Guild could issue no mandate to members. The Guild is also aiming to step up action in support of the on-call claim, principally through activities such as lobbying MPs.

Doctors and dentists have been awarded pay increases averaging 6 per cent — the increase recommended by the

review board. However the Government has refused to implement the full rise recommended by the DDRB for the second year running since a rise of 9 per cent was implied to compensate for the 3 per cent cut back by the Government last year.

General medical practitioners have a recommended average net income of £19,500 after practice fees and allowances. It is estimated that GMPs will earn additional £410 net from hospital and other sources. Dental practitioners have a target net income of £16,880.

The following scales are recommended for hospital doctors: house officer, £6,470-£6,960; senior house officer, £8,070-£8710; registrar, £9,840-£10,550; senior registrar, £11,900-£12,650 and consultants, £21,060-£22,240. ■

## Calling all assistants

It's time to brush up on the customer relations and product knowledge again — to enter (and perhaps win) the *C&D Chemist Assistant of the Year Competition* with its £1,000 top prize.

And this year there are some "extra" prizes to be won: all entrants will be included in a lucky draw for one of 12 Sanyo radio-cassette recorders, and all pharmacies entering two or more contestants stand a chance of winning a Rowenta gold filter coffee maker. Full details are on the entry form enclosed with this issue.

Once again the Competition is jointly sponsored by *C&D* and NPA Products, with regional finals organised through your ICML wholesaler (from whom additional entry forms are available).

Closing date for entries is June 30, but don't leave it until the last minute — there are many valuable prizes to be won. ■

By Xrayser

## Diet

I'm never quite sure about my special foods department in the shop. I run it on from the baby section, and as a natural progression, the vitamins take over after the foods. At the moment we have shifted out all the slimming aids onto a special promotion section for the Spring and, being crafty, have put a few cheaper bathroom scales on the floor below!

Sold a few sets already, but the slimming foods in big price-cut packs are *not* flying off the shelves of their own accord, and I reckon I'm going to have some hard talking ahead with a couple of reps who indicated a willingness to uplift, if I gave them full support. It will be a hassle I know, but I am the perpetual sucker for the goodwill sell-in despite my resolve never to do it again.

The truth of the matter is that money is tight, despite a general uplift in business as a result of a few sunny days, with people really looking hard at what they get for their money. The specialist items, relating to diabetics, sell steadily — even luxuries like bon bons and chocolates, which must bring a richer variety to a somewhat austere regime. We have three or four gluten-sensitive patients too, but find them curiously reluctant to spend their own money on the more interesting products. As a result I have watched expiry dates pass and made some losses due to short shelf-life. I don't know how I should go about extending the range of stock, but since mine is a small business and I know most of my customers by name, I try to introduce new ideas when talking with them.

## Accolade

"Present medicine only offers drugs which mitigate or patch up the damage, and have their own toxicity." So reads the last sentence in the article in the *C&D* clinical pharmacy series dealing with ischaemic heart disease, a sentence whose truth has been echoing through our minds for years in one form or another as we try to help customers with heart problems.

Only today I had a customer anxious to inform me, at length, of the benefits of a high daily dose of vitamin C, which he claimed was actively defurring his arteries and which, combined with a new diet, much munching of health foods, vitamin E, etc, would soon enable him to give up taking pills and stop bothering me. I thanked him for this information and assured him I too would be glad to see him released from his bondage — to drugs, of course — which from the prescription he

receives I judge to be the final release!

But the fact that this man can feel well enough to talk like that, and apparently believe it, must be an accolade to the manufacturers for giving so many patients an enjoyable quality of life in the presence of advanced degenerative disease. I count it worthwhile.

## Too much!

My staff have asked me for a rise. I said I would see my accountant and come back with an offer back-dated to the beginning of my financial year, based on any increase of turnover over last year's figures, which I don't at this stage know. I did this last year and it was agreed.

However I have just come across the latest JIC agreement for assistants and must say I am a bit surprised to find that on my reading of it, anyone who has worked in my dispensary or shop for more than 12 months is entitled to three weeks' paid holiday and four weeks after two years. Apart from one or maybe two occasions in twenty years I have never been able to afford more than a couple of weeks myself and resent having to give my newest trainee three weeks' break when I shall be lucky to get that myself. Who negotiated it? Not me. It looks as though I am going to have to employ another member to cover the breaks — this against a falling retail turnover. Laugh now.

## Incredible

I don't know whether it's in good taste or not, but mention this I must. In reading the report of the PSGB Council I was struck by the discussion regarding a set of premises without a water supply, without a fridge, without a dispensing bench, without dispensing equipment, with a sink in cellar which could not be approached because of rubbish on the floor, but premises nevertheless in which a pharmacy was operated — a pharmacy about which there had been considerable criticism over a number of years.

How can this be? When you consider the law regarding the premises in which food is prepared, or the stringent requirements covering the manufacturer of drugs and medicines in factories; when you consider that many countries have at the very least a basic published requirement of minimum standards of equipment and conditions, below which a pharmacy cannot be operated, I find it incredible that in Britain in 1982 we have knowingly allowed a grossly substandard business to operate for years. I feel ashamed as well as angry — do we really have no teeth in such circumstances? ■



David Savory (left) receives his farewell gift from Tom Hunter of Cheltenham on behalf of Macarthy's depot managers

## David Savory retires from Macarthy's

Mr David Savory retired from Macarthy's Ltd at the end of April. This brought to a close 44 years of association with pharmacy in one form or another which had started in 1938 when he joined Savory & Moore. (He is a descendent of the Savory family whose involvement with the firm goes back to Thomas Field Savory, founder of the business in New Bond Street in 1797). David Savory's initial involvement, however, was short lived, for one year later he was in the Royal Marines, seeing service in Japan at the end of hostilities.

Re-joining Savory & Moore he was on their board in charge of wholesaling activities when Macarthy's Pharmaceuticals gained control in 1967. He was then appointed to the Macarthy's board and without doubt his most valued role was in developing the Numark organisation, both through Macarthy's and through his directorship of ICML — of which he is immediate past-chairman.

David Savory is remembered by his colleagues for his affable manner and ease with which he could give an "off the cuff" address to whatever audience on whatever subject.

Mr Robert Watt, MPS, of Priors Hill Road, Aldeburgh, Suffolk, was presented with an engraved rose bowl by singer Moira Anderson at a recent concert organised by the Leiston and District Anglo-Scottish Society as a tribute to him. Mr Watt, now 86, came to Aldeburgh 50 years ago to run Taylors Cash Chemists in the High Street. He retired from full-time practice in 1967 but still does the occasional locum in Saxmundham, Leiston and Wickham Market.

More People on p899

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**Mr Neville Hanger**, who has for some time been serving as a member of Leicestershire County Council, has been unanimously re-elected leader of the Conservative group of the Council.

**Mr Alex Smith**, chairman of Upjohn Ltd and general manager business development, Europe, has retired after 27 years with the company. Mr Smith joined Upjohn as a medical sales representative in 1955 and became managing director in 1965. In 1977 he was appointed chairman of the company and for the past two years has had special responsibility for business development in Europe as general manager. Mr Smith is a well known figure in the pharmaceutical industry and has been a member and chairman of a number of committees of the Association of British Pharmaceutical Industry.

## Sudden death of Thomas Marns

Mr Thomas Marns, FPS, of East Preston, Littlehampton, West Sussex, died at the weekend after a short illness. An active member of the Proprietary Articles Trade Association council for some 25 years, he was latterly a director of Arthur H. Cox Ltd until his retirement.

His father, Mr Thomas Marns of Ealing, was for many years a member of the Pharmaceutical Society's Council and its president 1936-37. He qualified from the Society's School in 1934 and after gaining experience with Savory Moore Ltd, joined the family business, first in retail and later in wholesale and manufacturing. He undertook many overseas assignments, setting up manufacturing facilities in north and south America, South Africa, Australia and New Zealand. During the 1939-45 war, Mr Marns served with the Directorate of Medical Supplies, Ministry of Supply.

He was elected to the PATA council in 1954 and to the executive committee in 1957, serving two three-year terms as vice-president (from 1959 and from 1977) and as president 1962-64. From 1964 until his retirement in 1980 Mr Marns was the Association's treasurer; on retirement he was appointed an honorary member of council and at the time of his death was chairman and director of the PATA Trust Co Ltd.

Mr Marns joined the board of A.H. Cox in 1970 when Thomas Marns & Co of Rustington were acquired and remained "an active and shrewd" member of the board until retirement in 1976. His premises at Rustington are still maintained, being the site on which Mackenzie smelling salts and Noxacorn are manufactured for home and overseas markets. Cox directors say they record his death with regret and wish to pass on their deepest sympathy to his widow Rita.

# PRESCRIPTION SPECIALITIES

## Acyclovir injection and antibacterial eyedrops

Wellcome are introducing two anti-infective preparations this week — an antiviral injection and eyedrops effective against a wide spectrum of bacteria.

Zovirax IV is a formulation of acyclovir for the treatment of *Herpes simplex* infections in immuno-compromised patients. Acyclovir has a selective action against viruses as it needs phosphorylating before it is effective and this only takes place inside herpes-infected cells. Acyclovir triphosphate acts as an inhibitor of, and substrate for, the herpes-specified DNA polymerase, preventing further viral DNA synthesis without affecting normal cellular processes. Reports of clinical trials indicated that Zovirax is remarkably non-toxic, Wellcome say.

The drug was first marketed in the UK last September, as Zovirax ophthalmic ointment for the treatment of herpes simplex keratitis. It will shortly be issued in the USA for intravenous infusion to treat herpes simplex infections in the immuno-compromised, and was introduced there in April as a topical preparation for the management of genital herpes. In due course Wellcome hope to obtain approval also in Britain for the treatment of genital herpes and for other herpes simplex indications such as cold sores.

Clinical evaluation of the drug in a wide range of infections caused by viruses of the herpes family, such as shingles and chickenpox, is continuing.

Polytrim eye drops contain trimethoprim and polymyxin B sulphate, a combination which is effective against a wide variety of Gram-positive and Gram-negative bacterial ocular pathogens, including *Pseudomonas aeruginosa*. There is *in vitro* evidence of synergy between the two drugs.

The drops are suitable for use in subjects of all ages, including infants. A success rate of 95 per cent was achieved in clinical trials on 202 patients with a variety of superficial ocular infections from common pathogens, the company says.

### Zovirax IV infusion

**Manufacturer** Wellcome Foundation Ltd, Crewe Hall, Crewe, Cheshire CW1 1UB

**Description** Vials containing the equivalent of 250mg sterile acyclovir as the freeze-dried sodium salt. When reconstituted as directed the injection has a pH of about 11

**Indications** Treatment of infections

caused by *Herpes simplex* virus in immuno-compromised patients

**Dosage** 5mg/kg every eight hours. Each dose should be administered by slow intravenous infusion over one hour. The drug is excreted by the kidneys and hence should be administered with caution to patients with renal impairment. Dosage modifications are recommended for creatinine clearance below 50ml/min — see data sheet for details. For acute infection five days treatment should be adequate but this should be judged in the light of the patient's illness and the response to treatment.

Each vial should be reconstituted by adding 10ml of either water for injections BP or sodium chloride intravenous infusion BP 0.9 per cent. After reconstitution the solution may be injected directly into a vein over one hour by a controlled rate infusion pump or may be further diluted for administration by infusion, using at least 50ml of infusion solution per reconstituted vial.

**Contraindications** Hypersensitivity to acyclovir

**Precautions** Care should be observed in patients with abnormal renal function. Transient rises in serum creatinine or urea have been reported during use and monitoring of renal function is recommended particularly in patients with renal transplants where, should this occur, it could be confused with graft rejection. Such rises are believed to be related to peak plasma levels and the state of hydration, which should be kept at adequate levels. Caution should be exercised in pregnant women.

**Side effects** Severe inflammation sometimes leading to ulceration has occurred when Zovirax has been accidentally infused into extravascular tissues. Mechanical infusion pumps pose a greater risk than infusion by gravity feed. The following events have been reported while patients have been receiving Zovirax IV: increased liver related enzymes, decreases in haematological indices, neurological reactions and rashes. There is no evidence to suggest that these events are directly related to the therapy.

**Pharmaceutical precautions** The injection contains no preservative. Reconstitution and dilution should therefore be carried out immediately before use and any unused solution discarded. The reconstituted or diluted solution should not be refrigerated. When diluted in accordance with the above instructions Zovirax is stable for up to 12 hours at room temperature and compatible with

# PRESCRIPTION SPECIALITIES

the following infusion fluids: sodium chloride BP (0.45 per cent and 0.9 per cent); sodium chloride 0.45 per cent and dextrose 2.5 per cent; compound sodium lactate. Should visible turbidity or crystallisation appear before or during the infusion, the mixture should be discarded  
**Packs** 5 vials (£40 trade)

**Supply restrictions** Prescription only  
**Issued May 1982 ■**

## Polytrim eye drops

**Manufacturer** Wellcome Foundation Ltd, Crewe Hall, Crewe, Cheshire CW1 1UB  
**Description** Clear, colourless, sterile, aqueous solution containing trimethoprim 1mg and polymyxin B sulphate 10,000 units per ml. Thiomersal is included as a preservative (0.05mg per ml)

**Indications** Treatment and prophylaxis of external bacterial infections of the eye including conjunctivitis, keratitis, corneal ulceration, ulcerative blepharitis with associated conjunctivitis and chronic dacryocystitis. Prophylactically it is useful following removal of foreign bodies and before and after ophthalmic surgery

**Dosage** One drop in the affected eye four times daily. More frequent administration may be required depending on the severity of the condition. Treatment should normally be continued for at least 48 hours after the eye has apparently returned to normal

**Contraindications** Hypersensitivity to trimethoprim or polymyxins

**Precautions** Prolonged use may result in the overgrowth of non-susceptible organisms including fungi

**Side effects** No local adverse effects are to be expected, except rarely, a hypersensitivity reaction. If this is suspected, treatment should be discontinued

**Pharmaceutical precautions** Do not use if the container seal has been broken and use within one month of opening container. Not suitable for injection

**Packs** Plastic 5ml dropper bottles (£1.66 trade)

**Supply restrictions** Prescription only  
**Issued May 1982 ■**

## Arpicolin syrup

**Manufacturer** R.P. Drugs Ltd, R.P.D. House, Yorkdale Industrial Park, Braithwaite Street, Leeds LS11 9XE

**Description** Light red syrup with a fruity odour and taste containing procyclidine hydrochloride 2.5mg in 5ml

**Indications** All forms of Parkinson's disease. Symptoms often responding well include rigidity, akinesia, tremor, speech and writing difficulties, gait, sialorrhoea

and drooling, sweating, oculogyric crises and depressed mood. Also indicated for control of troublesome extra-pyramidal symptoms induced by neuroleptic drugs including pseudo-Parkinsonism, acute dystonic reactions and akathisia

**Dosage** Treatment is usually started at 5ml three times daily increasing by 5-10ml daily at intervals of two or three days until the optimum clinical response is achieved. The usual maximum daily dose is twelve 5ml spoonfuls. However where appropriate this may be as high as 24 spoonfuls. The daily dosage used in the control of neuroleptic induced extra-pyramidal symptoms is usually not more than eight 5ml spoonfuls. After 3-4 months Arpicolin should be stopped and the patient observed to see if the symptoms recur. Cessation of treatment periodically is to be recommended even in patients who appear to require the drug for longer periods. Treatment may be combined with levodopa or amantadine if necessary

**Precautions, side effects etc** As for procyclidine

**Packs** 200ml (£2 trade); 500ml (£3.99 trade)

**Supply restrictions** Prescription only  
**Issued May 1982 ■**

## Farlutal injection

**Manufacturer** Farmitalia Carlo Erba Ltd, Kingmaker House, Station Road, Barnet, Herts EN5 1NU

**Description** White, sterile suspension, which settles on standing and readily disperses on shaking, containing medroxyprogesterone acetate 500mg in 2.5ml or 1000mg in 5ml

**Indications** Palliative treatment of hormone-dependent malignancies. Farlutal has been successfully used to produce regressions in breast, endometrial, prostatic and renal cell carcinoma. High dose therapy has proved especially useful for breast carcinoma and in achieving subjective improvements in terminally ill patients, notably pain relief and improved performance. May be used in combination with cytotoxic drugs

**Dosage** Suggested schedule are: *Breast carcinoma* Initially 500-1000mg/day for four weeks followed by maintenance treatment of 500mg twice a week.

*Endometrial carcinoma* Initial dose 500mg twice weekly for three months; maintenance 500mg weekly. *Renal adenocarcinoma* Initial dose 500mg on alternate days for 30 days; maintenance 500mg twice weekly until 60th day then 250mg weekly. *Prostatic carcinoma* Initial dose 500mg twice weekly; maintenance 500mg weekly.

Administration should be by deep

injection into alternate gluteal muscles using a long wide-bore needle such as 21 G × 1½ (8/10 40mm). Narrow-bore or short needles must not be used

**Contraindications, precautions etc** As for other high-dose intramuscular medroxyprogesterone acetate injections  
**Packs** Individual vials (2.5ml £12; 5ml £20 trade)

**Supply restriction** Prescription only  
**Issued May 1982 ■**

## Uniphyllin Unicontin tablets

**Manufacturer** Napp Laboratories Ltd, Hill Farm Avenue, Watford, Herts WD2 7RA

**Description** White, flat, scored tablets embossed with "Napp" on one side, each containing theophylline 200mg in the patented controlled release system

**Indications** Treatment and prophylaxis of bronchospasm associated with asthma, emphysema and chronic bronchitis.

Treatment of cardiac asthma and left ventricular congestive cardiac failure

**Dosage** Two tablets daily for the first week of therapy, rising to 3 or 4 tablets daily. The tablets may be taken as a single daily dose or divided into two equal doses taken morning and evening. They are formulated to give therapeutic blood levels of theophylline for up to 24 hours from a single dose

**Side effects** Those normally associated with theophylline and xanthine derivatives, such as nausea, gastric irritation, headache and CNS stimulation, are absent or much diminished with Uniphyllin Unicontin

**Packs** 100 (£6 trade)

**Supply restrictions** Pharmacy only  
**Issued May 1982 ■**

## Canesten 1

Canesten 1 is a vaginal tablet containing 500mg clotrimazole intended to single-dose treatment of vaginal candidiasis. Bayer say trials have shown it to be as effective as the existing three day Canesten 200mg regimen. It is supplied in single-tablet packs with a disposable applicator (£2.50 trade). *Bayer UK Ltd, Burrell Road, Haywards Heath ■*

## Agiolax to Rorer

As from May 15 the distribution and marketing of Agiolax (100g and 250g tins) will be formally handed over by May & Baker Ltd to *Rorer Pharmaceuticals Ltd, Stepfield, Witham, Essex CM8 3AG ■*

## New look for Tampax tampons

The Tampax tampon range has been repackaged as part of the continuing process to update brand image. Loyalty to a tampon brand is very high, says the company, and many women never switch from the first product they buy.

For this reason pack graphics and information have been altered with the first-time user in mind to help stimulate that critical first purchase.

A mid-blue background is used on all cartons and each absorbency is colour-coded with a two-tone band across the pack. This will be yellow on the regular size, green on super, pink on slender, and orange on super plus. Colour coding is carried right through from tampon wrapper to transit outer.

Packs are no longer cellophane wrapped and the result, according to the company, is a smarter, wrinkle-free appearance under store lighting conditions. Packs also now carry ANA bar codes and have security closures.

The Tampax range remains unaltered although prices have recently been increased.

The new packaging will be introduced with deliveries over the Summer months and consumer advertising will be updated around the same time.

### Different from Tamps

Packaging is deliberately different from that for Tamps to continue emphasising that Tamps are a digital tampon and are not part of the Tampax applicator range.

The new "look" pack front carries the Tampax brand name, absorbency and a line of explanation as to the heaviness of menstrual flow catered for by the specific tampon. This should overcome any confusion which may have occurred as the range has been expanded. On the back of the pack there are details about the rest of the Tampax range and it is here there is the only mention of the cardboard applicator. The underside of the pack carries the line "Tampon absorbent material is cotton and/or rayon cellulosic fibres".

The past two years have seen an upsurge in activity by Tampax to offset the gradual erosion of their market position by Lilia-White's Lil-lets. Activity has centred on the younger sector of market with the 1980 launch of Slender (*C&D* January 19), and last year Tamps,



a digital tampon with the Tampax "benefits". Says Alan Thornton, marketing director: "Over the past three years we have invested a great deal of money and effort in re-launching this 40-year-old brand. Our new advertising and promotions approach to new and existing users is proving very effective." The company has this year allocated a total of £1.4m for advertising. *Tampax Ltd, Dunsbury Way, Havant, Hants.* ■

### Display support for OTC Sudafed

Wellcome have produced merchandising aids for use in retail pharmacy following the introduction of Sudafed tablets and elixir in OTC packs in March..

The "Stuffy nose and head" free-standing perspex counter card urges the customer to seek the pharmacist's professional advice and a leaflet has been produced highlighting the features and benefits of Sudafed's simple formulation. Shelf strips are also available.

An introductory offer is available on the new Sudafed presentations and all merchandising aids are obtainable direct from representatives or on request from *The Wellcome Foundation Ltd, Sales Services, Crewe Hall, Crewe, Cheshire.* ■

### Visit a Tender Touch factory, in Singapore

Smith & Nephew are offering a factory tour with a difference as an incentive to the chemist trade. For each case of Tender

Touch ordered the chemist qualifies for an attempt at the "Spot the Sun" competition. The entrant who places an "X" closest to the sun's position — which has been deleted — wins a trip to see the Tender Touch factory in Singapore. This will be included in a two-week trip for two to the Far East staying in Singapore and Penang. In addition there will be 10 runner-up prizes of luggage sets and 20 third prizes of suit carriers. The Tender Touch incentive scheme runs until the end of June. *Smith & Nephew Ltd, Bessemer Road, Welwyn Garden City, Herts.* ■

### ON TV NEXT WEEK

Ln	London	WW	Wales & West	We	Westward
M	Midlands	So	South	B	Border
Lc	Lancs	NE	North-east	G	Grampian
Y	Yorkshire	A	Anglia	E	Eireann
Sc	Scotland	U	Ulster	CI	Channel Is

Anadin:	All areas
Braun micron de luxe:	All areas
Camay:	All areas
Crunch n' Slim:	All areas except Lc,G
Dixcel Checks:	All areas
Gillette Contour:	All areas
Letheric perfumes:	All areas
Limara range:	All areas
Maybelline Dial-a-lash:	All areas
Paddi Cosifits:	All areas
Pampers disposable nappies:	All except Ln
Profile slimmers meal replacement:	A
Sensodyne toothbrushes:	All except So,A,U,E,CI
Sweetex:	All areas
Thick Parazone:	All areas

# COUNTERPOINTS

## Baby wipes launch under Maws banner

Maws are entering the baby wipes market with Wipers (pack of 50, £0.89). The launch spend of £1.2m includes national television and Press advertising together with couponing in specialist baby publications.

The UK market for baby wipes has grown rapidly over the past three years and is now worth £2.4m, say Maws, with 22 per cent of sales going through independent chemists. Norman Long, marketing director for Ashe Laboratories, believes: "Wipers will have a unique position in the market place as an effective and gentle cleanser since they are moistened with purest baby oil. Extensive consumer research has shown that the Maws name is the perfect vehicle for such a product, and we are confident that the launch of Wipers will stimulate the market to be worth over £3m this year at consumer prices."

Two important selling points for Wipers, Maws say, are the large economical 8 x 9in size tissues, and the easy access pack. The square tub needs only one hand to open it and the tissues can be lifted out making the change time operation easier and quicker.

A television advertising campaign begins mid-August running for four weeks and reaching an estimated 16 million housewives. Details have not yet been finalised. The commercial emphasises the gentleness of Wipers on a baby's sensitive skin as well as the protective qualities, and ends with the line "Maws Wipers for your little peach". Shelf strips will carry a visual re-call to the advertisement accompanied by the television close line. *Ashe Laboratories Ltd, Ashetree Works, Kingston Road, Leatherhead, Surrey KT22 7JZ.*

## Braun £2 refund on toothbrushes

Until June 30, Braun are offering to put a smile on the face of the consumer with a refund of £2 on any purchase of a Braun electric toothbrush.

The consumer has to collect a voucher from the show card as POS and post it to Braun Electric together with proof of purchase. Braun will then return the proof of purchase together with the £2 refund. The promotion is supported by a showcard and shelf liner and applies to both the D1 family toothbrush and the D1t black travel toothbrush. *Braun UK*



*Ltd, Dolphin Estate, Windmill Road, Sunbury-on-Thames, Middlesex.*

## Jordan — in June

An in-pack promotion of nine dental sticks will run throughout June in every Jordan adult line pack. The offer is timed to coincide with the peak off-take period. *Gillette UK Ltd, Isleworth, Middx.*

## Holiday closing

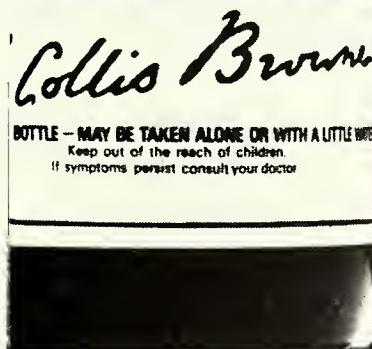
**William Ransom & Son Ltd** will be closed from 5pm on Friday, May 28 until 8.30am, Monday, June 7

# Diarrhoea goes fast with COLLIS BROWNE'S MIXTURE



**Collis Browne's  
Mixture**

THE MEDICINE IN DIARRHOEA & CO.



**YES – DIARRHOEA REALLY DOES GO QUICKLY WITH COLLIS BROWNE'S AND PEOPLE HAVE BEEN PROVING THIS FOR OVER 100 YEARS!**

**DON'T LET YOUR CUSTOMERS SIT AND SUFFER – RECOMMEND COLLIS BROWNE'S AND ENJOY THEIR THANKS . . . PROFITABLY!**

**Collis Browne's  
Mixture**

**ANOTHER GUARANTEED PRODUCT FROM INTERLABS**

## Wilkinson repackaging shaving range for a consistent image

Wilkinson Sword have announced a complete re-vamp of their shaver packaging together with a new merchandising system.

The packs of each shaving product have been designed to look very similar — giving consistency and consumer eye appeal — but with clear differentiation between products. This has been achieved by making the card size uniform across all the brands with a single size for the razors and a smaller size for the cartridges. The crossed swords logo is printed at the top of each pack followed by the product name — all in the same typeface.

To help differentiate between products a three striped chevron has been added to the packs with the colour changing for each product and matching the colour in which the brand name is printed. The cartridges receive the same colour coding making it simpler for consumers to choose the correct replacement blades. Each card carries a description of the product — for example, Swivel is described as "five pivoting twin-blade disposable razors". On the reverse of the pack there are loading instructions and the Wilkinson Sword guarantee of quality and product performance.

### Versatile POS unit

Wilkinson believe their new design has far more impact at point-of-sale. They point to the bewildering array of shaving products and packaging styles and say their system should take the headache out of the purchasing decision, especially for women who shop for men. To increase this impact they are introducing modular merchandising units that are versatile enough to suit any outlet together with a merchandising brochure that advises on stocks and display.

The package is completed by wholesaler / cash & carry display units and packs for the smaller retailer. Heavy television advertising, which started towards the end of last year, will be continued in 1982, they promise.

The company's latest figures for the wet shaving market show disposables continuing to grow. They accounted for 46 per cent of the market at the end of 1981 but have grown to over 50 per cent so far this year. The whole market is worth £46 million at RSP, but chemists are taking a smaller and smaller share, unfortunately. In 1981 grocers accounted for almost 30 per cent of retail sales, Boots had 23 per cent and other chemists



only 8.5 per cent. Drug discounters had just over 10 per cent with CTN's taking only 1.3 per cent — although David Chalke, marketing director, personal products division, thinks there is potential for future growth through this type of outlet. *Wilkinson Sword Ltd, Sword House, High Wycombe, Bucks HP13 6EJ.* ■

### Poster campaign for Vapona

Temana Bees are launching a national poster campaign for Vapona insecticides to run throughout June. "In recent years we have advertised in daily papers and women's magazines, but this year we felt we needed to take a more positive approach," says Mike Rock, product manager. "Posters have immediate and striking impact, and they are very much in the public eye."

Plans for Vapona this year also include increased distribution of Insectipen supported by individual advertising packages. *Temana Bees Ltd, Sealand, Chester CH1 6BA.* ■

### Efferdent pack and formulation update

Efferdent denture cleansers are being relaunched with a new tablet formulation and pack design. The reformulated super Efferdent tablets contain 25 per cent more active cleansing ingredient, says the company, and they not only now clean more effectively, but help to combat plaque and tartar. In addition, dentures can safely be soaked overnight. Similar tablets are brand leader in the United States and Warner-Lambert anticipate a success story with super Efferdent here in Britain.

The 24-tablet pack contains two extra



tablets and the 36 and 48-tablet packs each have an extra four. Tablets are individually foil-wrapped for long-term freshness.

To coincide with the relaunch, the company is carrying out a major sampling operation. A total of 1.2m tablets are being given away free to dentists, and 2,000 foil packs of four super Efferdent tablets are being offered free to readers of *Yours*, the magazine published by Help the Aged. All sample packs carry money-off-next-purchase coupons. *Warner-Lambert Health Care Division, Mitchell House, Southampton Road, Eastleigh, Hants SO5 5RY.* ■

**HERE'S YOUR CURE FOR THE SUMMERTIME BLUES.**

**VAPONA. THE FOUR MONTH FLY KILLER.**

**ARE YOUR  
HAIRCARE  
SALES  
COMFY?**

## Matchabelli fragrances — then there were three...

Prince Matchabelli are to launch a new fragrance in July. The long awaited launch of Chimère is the company's first new perfume for five years. It has been available in America since 1979 and the company views it as "a significant brand", as successful as Cachet.

Chimère, following in the footsteps of Cachet and Aviance (launched 1972 and 1979 respectively), is "the third serious long-term fragrance introduction for the company".

The fragrance is semi-oriental with a blend of jasmine, roses, gardenia, lily of the valley and spices. The actual word Chimère is French meaning myth and imagination.

Chimère was voted fragrance of the year when it was launched in the States. It will be promoted by trial both at POS and at home. The consumer will be offered samples in stores, at branches of major hairdressing chains, at recruitment agencies and through a mail order catalogue. This will be for trial only, sales

will continue to be through chemist and department store outlets.

A 9ml eau de toilette will be available at £0.25 to promote further trial and there will be a 16ml eau de toilette spray at the introductory price of £1.50.

The standard range will comprise 8.5ml perfume (£12.75), 150g dusting powder (£5.25), 22ml eau de toilette spray (£3.95), 36ml eau de toilette spray (£5.95) and 45 ml eau de toilette (£4.95).

Packaging is described as pale rose set against a mulberry pack "embellished with a swirl of mulberry and gold". Colour co-ordinated counter display units will be available.

To support the launch, a Chimère advertising campaign will run in the September to December issues of the leading women's Press. The copyline will be "To the world it's discreet and elegant. But up close it's something else". *Prince Matchabelli, PO Box 242, Consort House, Victoria Street, Windsor, Berks SL4 1EX.* ■



A duffle beach bag with palm tree and Guy Laroche motif, a pale beige T-shirt and a choice of any two of the special offer sizes in Fidji, Envol and J'ai Osé spray with a matching 50g talc make up the company's Summer promotion, available for £9.95. Support will include a national advertising campaign in weekly and monthly magazines together with commercial radio support. *The French Quarter, Parim Ltd, 14 Grosvenor Street, London W1.* ■

## Sellaway prices

Sellaway wish to point out that a clerical error on their part means that all products listed in the *Chemist & Druggist May Price List* are shown at incorrect prices. Correct prices will appear in the June edition and meanwhile can be obtained by contacting *Sellaway Ltd, 78 High Street, Croydon, Surrey. Tel: 01-680 3936.* ■

## Halina push

Halina cameras are being given a Summer sales push with a £1/4 million national newspaper advertising campaign. A series of advertisements will be appearing in three daily (*Daily Mirror, Daily Star* and *Daily Express*) and three Sunday national newspapers (*Sunday Mirror, Sunday People* and *Weekly News*) from May to October inclusive, with the campaign peaking during May, June and July.

The campaign emphasises the Halina MW 35S, the MW 35AF and the 110 range.

Enthusiast magazines (*Amateur*

*Photographer* and *What Camera Weekly*) are also being used to promote the Halina Autofocus and MW 35 Sensor cameras. *JJ Silber Ltd, Engineers Way, Wembley, Middlesex.* ■

## Fidji in June

To support Fidji as their major fragrance, the French Quarter are offering a jewellery roll in terracotta and cream containing a 1/3 oz eau de toilette atomiser free with any two purchases from the Guy Laroche fragrance range. The promotion will be on counter during June.



Lastonet have repackaged their range of support hosiery. A new display outer and NHS transit outer will be available and a brochure on leg care will be on the display outer in stores and advertised in the national and women's Press. *House of Lastonet Ltd, Carn Brea, Redruth, Cornwall*

## Recent activity in the Quant camp

Action lash waterproof mascara is now available from Mary Quant. The company claims that "the absence of fibres means no flaking and yes to contact lenses." The chunky barrel, they say, holds an economical dip of lash cover and the brush is specifically curved to follow the natural contour of the eyes. The mascara is available in three shades, ebony, teak and indigo (£1.60). A travel size tube of gentle eye make-up remover (£0.60) is also available.

Soft focus solo eye shadows (£2.45) have also been updated. The compact has been modified and there is a new pearly formulation. Each compact has its own sponge-tipped applicator and there are 12 new shades to choose from. They will be available from June. *Mary Quant Cosmetics, 75 Davies Street, London W1Y 1FA.* ■

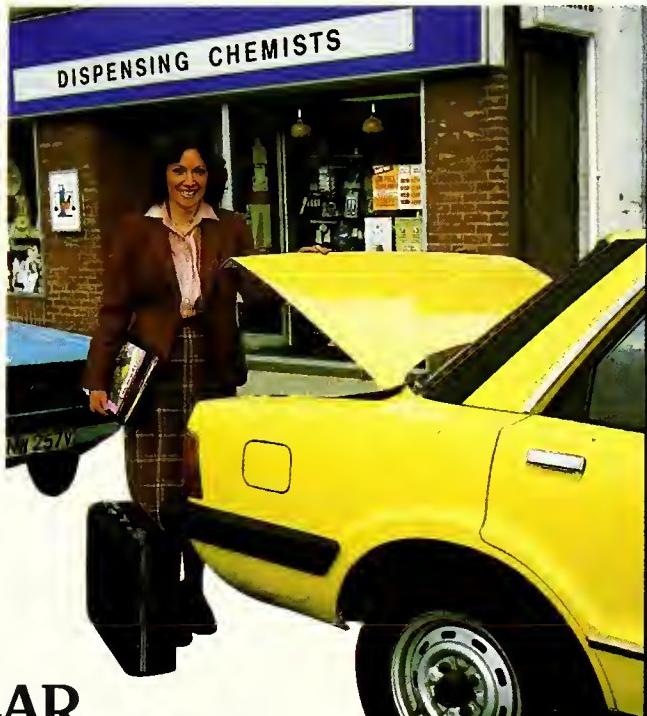
# COMFY

## THE HAIRCARE BRAND THAT GIVES YOU SOMETHING EXTRA.

### MERCHANDISING SUPPORT FOR REGULAR SALES

One of our team of experienced merchandisers makes regular calls on your shop to merchandise your Comfy Display. During their visit they will re-merchandise your display unit; prepare a replacement stock order; keep you up to date with latest hair fashion trends.

PART OF THE COMFY PARTNERSHIP.



### POPULAR COMPREHENSIVE RANGE

The Comfy range is designed for the busy shopper and satisfies her needs without too many confusing options. Busy sales staff are not overlooked either. All stock is pre-priced and clearly coded for product identification.

PART OF THE COMFY PARTNERSHIP.



### EYE CATCHING DISPLAYS

Choose from two attractive ready stocked, pre-priced, self selection units. Delivered ready to start work for you straight away.

PART OF THE COMFY PARTNERSHIP.



### COMFY PARTNERSHIP IN PROFITABLE SELLING

For further details complete the coupon and post it to:

Mr. R. Lyon, Devoncare Ltd., Warstock Road,  
Birmingham B14 4RT, or telephone: 021-474 2252

Please send me further details of  
the Comfy Partnership.

me address

**Don't make your  
holiday plans until  
you've seen ours.**





You could get a marvellous free holiday this year by entering the Great Pepto-Bismol® Getaway Contest for pharmacists.

Pepto-Bismol is America's No.1 stomach remedy, the treatment for holiday stomach upsets. Pepto-Bismol's main ingredient is bismuth salicylate B.P. 1953, which has a unique ability to form a protective barrier over the lining of the stomach. It has been proven effective in controlling diarrhoea, upset stomach, indigestion, nausea and vomiting.<sup>1</sup>

Prizes will be awarded to those who create the most imaginative window displays on the theme: "Get away from it all with Pepto-Bismol." Your imagination in putting together the display could win you a free holiday cruising the Caribbean, in Sri Lanka, or the Algarve.

Our representatives will be calling on pharmacists with full information about this contest, point of sale and other display material, details of the new bonus offer, and consumer promotion activities. Don't make any plans until you've seen them.

1. DuPont, H.L., et al., Gastroenterology, 1977, 73, 715

**NEW** **Pepto-Bismol®**  
For holiday stomach upsets



Norwich Eaton Limited, Regent House, The Broadway, Woking, Surrey, GU21 5AP.



Finding the right support hosiery for your customers has never been easy.

Until now. Lastonet have introduced new packaging, designed to help you find the correct hose for any condition, and to encourage your customers to select the correct lightweight hosiery for themselves.

And to make sure your customers support you, we're backing our hosiery with ads in the leading national, women's and mothercare press. There's also a clinics' poster, and an in-depth booklet on leg care problems.

We feel we're giving you our full support. Please pass it on to your customers.

**Lastonet Products Ltd.,**  
House of Lastonet,  
Carn Brea, Redruth, Cornwall.  
Tel. (0209) 714141.

**Lastonet**

# Give your customers real support and they'll support you.

## POINTS OF LAW

# Attracting the cash via a 'start-up' scheme

If you have been in your business for less than five years or if you are starting a new business, you may feel it would be helpful to attract some outside cash that could be used to sustain or develop your activities.

It may be possible, in these circumstances, to point out to a potential investor that he can take advantage of considerable tax-reliefs given in the Government's business start-up scheme.

Broadly, this gives an investor tax-relief at his top rate tax on sums of up to £20,000 per annum invested during the years up until April, 1984. To attract money under this scheme your business must be run in the form of a limited company and the investor must be issued with shares of a minimum of £500 in any one company.

In order to prevent the scheme being used fraudulently, the person investing must not own more than 30 per cent of the shares in the company, must not be an employee of the company or an unpaid director. In counting whether an investor owns more than 30 per cent of the shares, the shares of a spouse, grandparents, parents, children and grandchildren are

taken into account. Neither can you as a director of one company qualify for relief if you agree to invest in someone else's company in return for him investing in your business.

The question then arises — are all trades and businesses included in the scheme? The answer is "not quite." The scheme covers manufacturing, construction, service and retail trades. Leasing and hiring businesses, investment dealing and legal and accountancy services are excluded. In order to claim full tax relief the investor must keep his shares for at least five years. Withdrawal or sale before this period is up, can result in the loss of all or part of the tax relief given.

If you wish to find a source of capital of this sort you might in the first instance see your bank manager. He should know of either investment funds that have been set up to bring together the money from a number of small investors or of individuals who are willing to supply to you some risk capital. If you do enter into an arrangement with such an investor, you should consult your accountant before entering into a binding agreement.

proportion of expenditure on the home for purposes of calculation. For example, in a seven room house excluding the bathroom and toilet the use of one room would justify one seventh of the rates plus one seventh of the heating and lighting bills if the room is used regularly. An amount can be claimed for wear and tear on furniture used for business purposes.

However, a word of warning must be uttered in connection with the possible sale of the home and a liability to capital gains tax. As is known, if a profit is made on the sale of one's home which is your main residence, no capital gains tax is payable. However, if you have claimed tax relief under Schedule D as a self-employed person, on the sale of your main residence, you will pay capital gains tax on that proportion of the value of the house which you have claimed for tax purposes. To take the example given above, if you make a profit on sale of say £7,000 then you will have to pay capital gains tax on one seventh of this (ie you would be taxed on £1,000).

You will note that Schedule D has been mentioned. If you have received your tax relief under Schedule E ie as an employee, then normally no capital gains tax will be payable. ■

Contributed by a barrister

## Compensation limits raised

The financial limits on claims for unfair dismissal compensation and on redundancy payments were raised from February 1.

First, on redundancy payments. These are based on the following scale if you declare someone in your employment redundant. For any service by an employee between 18 and 22 years of age, there is a half week's pay for each year of service. Between 22 and 41, the redundant employee is entitled to one week's pay for each year of employment and for service between 41 and 65 (60 in the case of a woman) one and a half weeks pay for each year of service is the amount specified.

However, there is an upper limit. Regardless of how long an employee has served, the maximum payment is based on 20 year's service, and the maximum amount that can be allowed when calculating a week's pay has been £130. This has now been raised to £135. This means that the maximum anyone can get is  $20 \text{ years} \times 1\frac{1}{2} \text{ weeks} \times £135 = £4,050$ .

As far as unfair dismissal is concerned, the amount of the award is normally in

two parts. There is a basic award which is broadly the same as the redundancy payment and calculated in the same way. Then there is what is known as a compensatory award for the actual loss suffered by the employee, lack of prospects of finding a new job, etc. The maximum for this element has now been raised to £7,000.

In addition to the above, the amount to be paid on the guaranteed payments that apply when an employee has been laid-off temporarily has gone up from £8.75 to £9.15 per day.

## CGT and your home

Directors, senior employees and the self-employed often do work at home in connection with their businesses. If a room is set aside for this purpose an allowance for income tax purposes can be claimed.

In the case of employees, it must be a requirement of the job that a room has to be set aside at home. In the case of a self-employed person, the choice of doing this is his if he considers it necessary to the needs of his business. The allowance that can be claimed is agreed with the tax inspector but it is reasonable to claim a

## BOOKS

### Alternative Medicine

Dr Andrew Stanway. *Penguin Books Ltd, 536 King's Road, London SW10 0UH. Pp 301. 5in x 7¾in. £2.95.*

Dr Stanway, who is medically qualified, looks at 32 alternative therapies including biochemicals, herbalism, homoeopathy and megavitamin therapy. While other books on alternative medicine are usually written by the therapists themselves, Dr Stanway has aimed for a detached view and in his research has taken care to interview the person who invented the therapy, his co-workers or his successors. He has satisfied himself that each alternative therapy works for certain conditions and concludes that these treatments urgently deserve more research and attention.

"I do not wish to make a case for the abolition of Western medicine," he writes. "On the contrary, I'm suggesting that by taking advantage of the best alternative therapies and combining them with the finest in technological medicine, people would be able to enjoy a standard of health care they have never yet seen and at a much lower cost." ■

How a strange little  
the rest of the home



# A Frenchman is making home brew market legless.

Last year Unican Home Brew Wines and Beers were advertised on TV for the first time. But in just one television test area

The commercial featured a funny little Frenchman at a wine tasting session who mistook a glass of Unican Special Reserve for a particularly fine French wine.

As it turned out, the TV viewers in the test area were equally impressed with Unican. So impressed, in fact, that Unican wine sales in that area actually doubled. To put it mildly, the competition didn't have a leg to stand on. And across the rest of the country sales of Unican Home Brew Wines and Beers shot up a staggering 65%.

This year Unican are spending a massive £500,000 on advertising



and promotions to support their wide range of quality home brew wines and beers. Making sure that they stay at the top of a market now worth over £50 million in total.

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## Edinburgh: at the heart of Scottish pharmacy

This year's British Pharmaceutical Conference is being held in Edinburgh, September 13-16, and this series of articles aims to provide a background to pharmacy in the area. Firstly, Mrs Linda Cameron, MPS, assistant secretary, Scottish Department, traces the origins of the profession in Scotland.

The early history of the apothecary or druggist in Edinburgh, and indeed in Scotland, has its parallels with today's pharmacist which cannot be ignored. Then (as now, it could be argued) the profession was fraught with a question of identity; a need to establish itself as a respected body with its own rights and responsibilities.

As early as the reign of James II apothecaries were recorded at Court. James VI of Scotland took the first steps in control by appointing inspectors who had powers to check apothecaries' shops for the quality of drugs sold. Up until this time and for the next 35 years the apothecary was relied on as an individual for his craftsmanship — his ability to dispense prescriptions and the purity and accuracy of the ingredients used.

### Surgeon-apothecaries

In 1675 two apothecaries — James Borthwick and Thomas Kincaid — were accepted as members of the Guild of Surgeons. As a result the craft of the apothecary fell under the dominance of the Incorporation of Surgeons and the surgeon-apothecary (our predecessor in Scotland) came into being. It is here that three divisions appear — the surgeons who did not practise pharmacy, the surgeon-apothecary who practised from his shop, dispensed, prescribed and let blood, and the simple apothecary.

The surgeon-apothecary became the principal medical practitioner to the vast majority of Edinburgh citizens. This reign did not go unquestioned — the formation of the Royal College of Physicians in Edinburgh in 1681 gave some force to the opinion that surgery and pharmacy were separate skills which could not be practised by the same person. The Royal College of Physicians was given the power "at least twice a year to visit apothecaries' shops and chambers within Edinburgh, suburbs and liberties thereof," and that "no person who has not been examined and admitted by the Fraternity of Apothecaries be suffered in any time

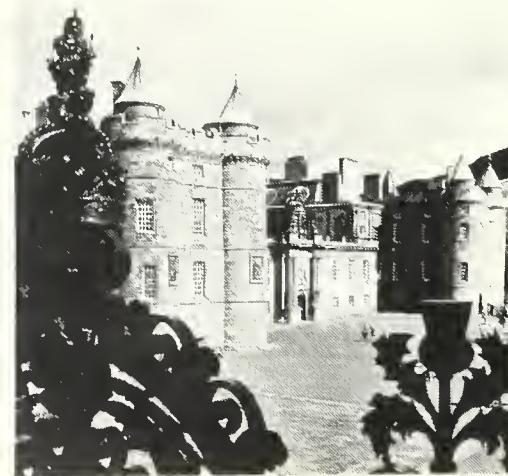
coming to keep any apothecaries' shops or chambers except such allenarly as shall be tried and approuen by the president and censors of the said Royal College" (Act of Privy Council ratified in Scottish Parliament 1684). This intervention of the physicians was short-lived but one important outcome was that they, the physicians, ceased to dispense in Edinburgh — an agreement which continues to this day.

### The final split

Surgery and pharmacy joined forces once more in 1695 and continued together until a final split took place in 1721 with the formation of the Royal College of Surgeons. At last the apothecaries were free to regulate their own profession, formally established in the Society of Druggist-Apothecaries of 1785 (their Articles of Association can still be seen at the Pharmaceutical Society's House at 36 York Place). By membership of this Society it was possible to impose standards.

But the link between surgery and pharmacy did not die immediately. Many prominent men who were to make their mark in the early days of the pharmaceutical industry in Edinburgh were trained and practised as surgeons:

*Holyrood Palace, Edinburgh*



the founder of the firm J.F. Macfarlan and partner, David Rennie Brown; the brothers Thomas and Henry Smith who founded the firm T. & H. Smith and Andrew Flockhart of Duncan Flockhart & Co (see p922).

As the 19th century progressed, the skills demanded of the surgeons and apothecaries developed and diverged. The changes taking place in Edinburgh itself could only have helped this divergence. The new town development and improved standards imposed by an expanding membership of the Society of Druggist-Apothecaries established the business of an apothecary as both lucrative and respected.

### Herb gardens

In the early days of the apothecary's craft, the manufacture of medicines from plant sources had been carried on in the back shop, often using herbs grown locally. Five physic gardens were laid out in Edinburgh in the 17th century both for this purpose and for teaching apprentices and medical students. The Holyrood Garden founded in 1670, on the site of Waverley Station by Sir Robert Sibbald and Sir Andrew Balfour was the precursor of the Royal Botanic Garden. One of the earliest collections of the formulations used was the Edinburgh Pharmacopoeia compiled by the Royal College of Physicians in 1699.

The development of pharmacy as a science as well as an art gradually became apparent in the 19th century as new discoveries were made. Many surgeon-apothecaries were not slow to realise that this was where their interests should lie. A modern process of extraction of morphine hydrochloride from opium devised by Edinburgh University's professor of chemistry, William Gregory, was one of the first discoveries to be exploited and Edinburgh soon became established as one of the world's commercial centres for the manufacture of alkaloids.

This brief account shows how pharmacy in Scotland up to the mid 19th C evolved in a manner more akin to that of Europe — with which Scottish medical practice had close links — than to that of England and Wales. Pharmacy had become well established in both the wholesale manufacturing side and private business, and with its own governing body to control standards of practice.

Only with the entry upon the scene of the Pharmaceutical Society of Great Britain did the paths of Scottish and English begin, at first hesitantly, to converge as will be explained in the next article (p918).

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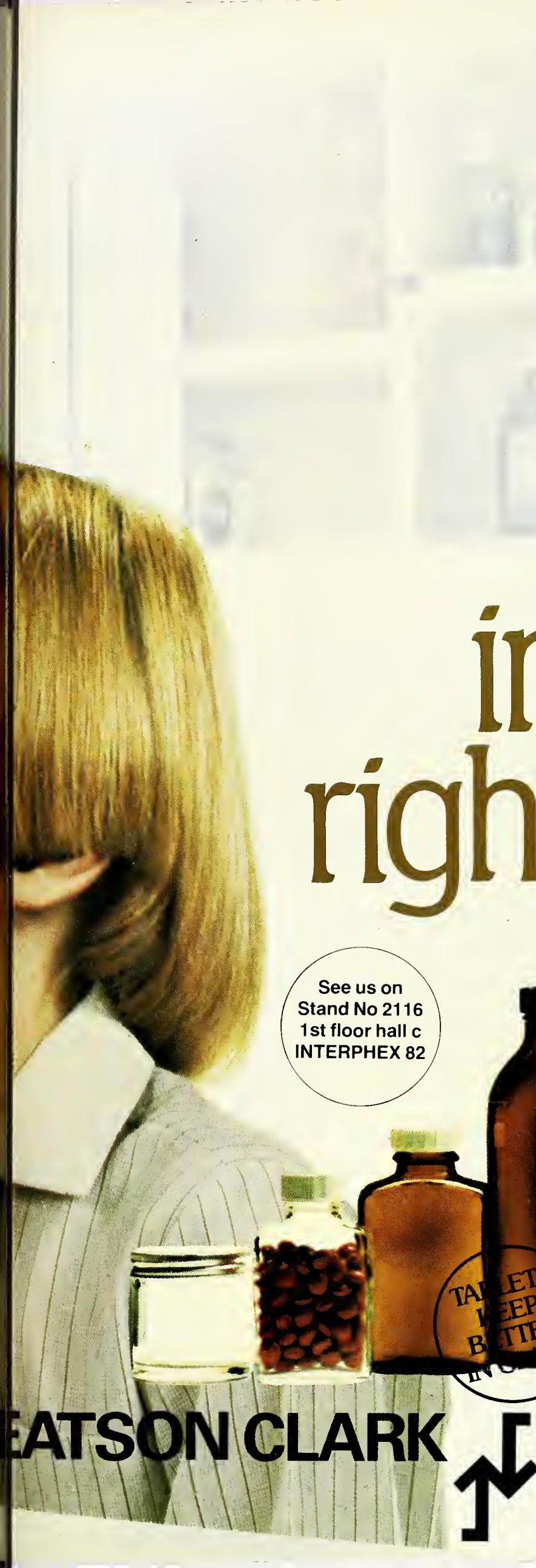
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## The changing role of the Scottish Department

by Dr James Chilton, FPS, the Department's secretary

The foundation of the Pharmaceutical Society in London produced little immediate response from Scotland. In 1841 London seemed — and was — remote from Scotland, the journey by coach occupying four uncomfortable days. The proposed legislation which prompted the formation of the Society also appeared to offer little threat to the Scottish druggist apothecary, whose historical evolution had been quite different from that of the English chemist and druggist. And the existing Society of Druggist-Apothecaries had similar objectives to those of the infant Pharmaceutical Society.

It was hardly surprising that Jacob Bell's first evangelical tour of Scotland yielded only nine founder members; eight from Edinburgh and one from across the Forth in Dunfermline.

Recruitment in Scotland was slow for the first 10 years, and by 1850 the number of members and associates was still less than 40, half of them from Edinburgh. The Society then sought a Parliamentary Bill which was to transform the situation. This provided, initially, "for regulating the qualifications of chemists and druggists throughout England and Wales." However, following a complaint by "some members in Scotland" the scope of the proposed Bill was extended to include this country.

What the members in Scotland had perhaps not foreseen was that entry to the practice of pharmacy in Scotland was to entail passing a qualifying examination held only in London. Although the newly-completed railway link from Edinburgh to

London had reduced the journey time to a matter of hours rather than days, few Scots relished the prospect of a return journey of at least 800 miles to sit the Society's examination. And presumably the prospect of a further expedition for a re-sit would have been even less attractive.

So, while the Scottish druggist-apothecaries did not oppose the proposed qualifying examination, they felt, quite understandably, that there should be facilities for sitting it nearer home, so such provisions were made. The first meeting of a newly constituted Board of Examiners in Scotland took place in Edinburgh on February 24, 1852.

The foundations had been laid for what was to become the Scottish Department of the Pharmaceutical Society. Although, in the course of 130 years there have inevitably been some conflicts between the Scottish Executive and Council, good sense and tolerance on both sides have prevailed and the Council has generally been content to leave to the Scottish Department — in the words of the bye-laws — "the implementation in Scotland of the policies of the Society." This has undoubtedly reduced any pressure there may have been for the establishment of a separate pharmaceutical society for Scotland, such as exists in many other professions.

The conduct of examinations in Edinburgh, which had stimulated the formation of the Society's North British Branch, was one of the main preoccupations of the Branch and the succeeding Scottish Department for well over a century. In the heyday of the

examinations, in the 1930s, up to 1,500 candidates annually made the pilgrimage to Edinburgh, not only from Scotland but from the north and even south of England, attracted by the general amenity and availability of accommodation in the city and, perhaps, by a widespread myth — unsupported by statistical evidence — that the Edinburgh Board of Examiners was more lenient than its English counterpart. To accommodate these candidates the Society's House at 36 York Place was purchased in 1884 and progressively extended into adjacent properties.

### Redundant

When, in the 1960s, the flood of candidates for the Society's examinations slowly dried up, the Scottish Department was left with a suite of redundant laboratories. Fortunately, these have found a use by the Society's department of pharmaceutical sciences and, more recently, for medicines testing under Part 11 of the Medicines Act, which the Society undertakes on behalf of the DHSS.

The Scottish Department communicates directly with the Scottish Home and Health Department and its associated agencies and Health Boards on all matters, apart from remuneration, relating to pharmacy in Scotland. Contact with Health Boards is maintained by periodic meetings with chairmen of Area Pharmaceutical Committees and the chief administrative pharmaceutical officers as well as through frequent less formal contacts as matters of interest arise locally. The Executive's Rural Areas Committee is involved in the approval of prescription collection and delivery services for which, in Scotland, transport costs are reimbursed by the Scottish Home and Health Department (SHHD). The secretary is also returning officer for elections to Area Pharmaceutical

*Two scenes from excursions arranged for Conference week. Left, Abbotsford House. Right, St Andrews*



Committees in Scotland which, in the absence of Family Practitioner Committees, have direct access to Health Boards on all pharmaceutical matters.

Registration of pharmacy premises in Scotland is subject to the approval of the Secretary of State for Scotland, and applications are received by the Society's Scottish Department for clearance before submission to Lambeth. The Scottish Drug Testing Scheme works independently, and is operated on behalf of SHHD by the Society's Scottish Department which also undertakes the analysis of samples.

Also at national level, the Executive, in consultation with other representative pharmaceutical organisations, nominates to the Secretary of State for Scotland members of the National Pharmaceutical Consultative Committee which advises the SHHD on all pharmaceutical matters, excluding remuneration. The recent formation of a liaison group with the Scottish Health Education Group will undoubtedly help to increase future participation of pharmacists in health education in Scotland, and projects on advice to patients and on pharmacists' involvement in anti-smoking campaigns are under way.

## Postgraduate education

Postgraduate education of general practice pharmacists in Scotland is co-ordinated by the Executive's education committee in conjunction with the SHHD, schools of pharmacy and the Society's branches, contact with London being maintained by attendance of the secretary at meetings of the Postgraduate Education Committee of Council. Education of pharmacy technicians is organised by the Scottish Technical Education Council (SCOTEC). The secretary has been chairman of the course committee since its inception and pharmacists are closely involved in all aspects of syllabus design and assessment.

Contacts are also maintained with other professional bodies in Scotland, including the Scottish Office of the British Medical Association. Relations with the latter are the more cordial since Scotland, for historical reasons, has so far avoided most of the problems of doctor dispensing.

The Scottish Department is governed by an Executive of 18 members, six of whom retire each year, elected by members of the Society whose registered addresses are in Scotland. ■

# Lothian pharmacies dispense an average of 25,000 scripts

by Dr C. Virden, BPharm, MPS, secretary, Pharmaceutical General Council (Scotland)

Within the boundary of the City of Edinburgh there are 116 pharmacies and this number increases to 179 when one includes those pharmacies in East Lothian — which extends as far as Dunbar, 25 miles to the east; Midlothian — which extends beyond Penicuik, 8 miles to the south; West Lothian — which includes the newly developed town of Livingston, 15 miles to the west. Collectively, these three areas make up the Lothian Health Board area and, in 1981, pharmacies within the Lothian area dispensed approximately 4.4 million prescriptions, an average of about 25,000 prescriptions per pharmacy.

The total number of prescriptions dispensed in Scotland each year by all retail pharmacies, of which there are just over 1,100 is about 34 million.

Scotland as a whole is divided into fifteen Health Board areas, ranging in size from the smallest which has two retail pharmacies to the largest having over 230 retail pharmacies.

It is important to stress that the National Health Service in Scotland, as it affects retail pharmacists, is governed by NHS Acts and Regulations which are distinct from those which apply in England and Wales and one major outcome is the existence, which is largely unknown south of the border, of a Scottish Drug Tariff.

With the inception of the health service in 1947 under the NHS (Scotland) Act, the Pharmaceutical General Council (Scotland) was recognised by the Secretary of State for Scotland as the body representing chemist contractors in all aspects of negotiations with the Scottish Home and Health Departments on NHS matters.

The Pharmaceutical General Council (Scotland), which moved two years ago

*Loch Lomond, another Conference excursion venue*

from the Society's house at 36 York Place to larger premises at 34 York Place, consists of 43 members elected from the 15 Health Board areas, the number of representatives from an area depending on the size. The Scottish Executive of the Pharmaceutical Society, the Scottish Pharmaceutical Federation and Northern Ireland Chemist Contractors Committee are also represented, *ex officio*. The executive committee of the General Council is the Pharmaceutical Standing Committee to which 15 members are elected by the General Council.

Negotiations on remuneration are conducted within Committee "B" of the Pharmaceutical Whitley Council, and members of the Standing Committee serve as staff side members of the Whitley Committee.

As more and more of chemists' remuneration comes to depend on the results of surveys into various aspects of the system, the role of the Council in monitoring the conduct of such surveys is increasing. This is especially true for the full scale remuneration surveys which have occurred every five years and for the updating procedures used in intervening years. To achieve efficiency in this area, the General Council has had the foresight to invest substantially in a computer installation in recent years.

The General Council also maintains a central checking unit which is responsible for the examination of priced prescriptions. This unit makes extensive use of the computer facilities and the manual method of obtaining item prices (as used in the pricing bureaux) has been replaced by a computerised system using visual display units. The checking unit inspects about 2 per cent of all prescriptions dispensed. ■





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- ✓ Professional brushes continue to grow at almost twice the rate of the market, and Oral-B has a dominant 50% share.\*
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Now, with the introduction of Right Angle, Oral-B are all set to open up a whole new market segment.

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The Right Angle is an angled brush that can't be equalled for sheer design.

Most importantly, it is the only angled brush with the plaque fighting head dentists recommend—small, with flat, soft end-rounded nylon filaments.

Right Angle is angled just enough to help remove decay-causing plaque, even from the most awkward areas of the mouth and is contoured for a more comfortable grip.

In the United States (where Oral-B is market leader) angled brushes now

account for almost 25% of the total market. Our research shows similar potential in the U.K.

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**£450,000.**

## **£450,000 NATIONAL EQUIVALENT SPEND.**

No other toothbrush launch has ever enjoyed this level of support.

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Stock the Right Angle along with the rest of the Oral-B range now. We believe it's the most important new development in the toothbrush market for years.

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# BP CONFERENCE VENUE

## Industry develops from a firm base in medicine

by David Ritchie, MPS, formerly of Macfarlan Smith Ltd, Edinburgh

The pharmaceutical industry in Edinburgh developed in close association with the Faculty of Medicine attached to the University of Edinburgh. This faculty was established at the end of the 18th century by John Munro, deacon of the Incorporation of Surgeons, and George Drummond, six times elected Lord Provost of Edinburgh. The course of study included lectures and clinical teaching with an examination leading to graduation. Medical degrees were being offered at Oxford and Cambridge but no clinical teaching was included.

So successful was the Medical Faculty at Edinburgh and so highly regarded was its standard of teaching that students were attracted from all over Britain and the Colonies. In the years 1800-50, while Oxford and Cambridge trained 273 medical practitioners, the figures for Scotland were 7,939, about 97 per cent of the medical graduates in Great Britain.

In the early part of the 19th century Edinburgh was one of the pre-eminent centres of medical education in Europe. Pharmacy therefore had a great opportunity to play its unique part in this expanding field and fortunately there were pharmacists who had the ability and the commercial enterprise to grasp this opportunity. They were originally retail pharmacists compounding and supplying drugs from their own shops but as the

demand grew they moved out into larger premises and by their skill and enterprise they not only met local needs but were soon supplying drugs to an ever-widening market at home and abroad. Such men were John Fletcher Macfarlan, John Duncan, John Mackay and Thomas Smith, who each built up their own manufacturing companies.

A strong board was developed between the Faculty of Medicine and the manufacturing houses. James Young Simpson, professor of midwifery, and Duncan Flockhart co-operated in the field of anaesthesia, especially in the preparation of pure chloroform suitable for anaesthetic use. Joseph Lister, professor of surgery, and J. F. Macfarlan co-operated in the field of antiseptics and surgical dressings. In 1831 Professor William Gregory published a process for the isolation of pure morphine from opium, a process developed by J. F. Macfarlan and T. & H. Smith. Dr Thomas Smith and his brother Henry carried out further research into the opium alkaloids and the isolation of active principles from other crude drugs.

In recent years changed circumstances have brought about the amalgamation of several companies and the establishment of several new ones. In the early 1960s Duncan Flockhart, J. F. Macfarlan and T. & H. Smith became part of Edinburgh

Pharmaceutical Industries Ltd, which in turn were acquired by the Glaxo Group in 1963. Macfarlan Smith still operate from their Edinburgh base.

*Macfarlan Smith Ltd* continue to build on the foundation laid down by John Fletcher Macfarlan and Thomas Smith 150 years ago when they carried out research and development of the opium alkaloids, and other alkaloids and active principles derived from vegetable sources. Alkaloid manufacture, which was established in 1832, makes Edinburgh one of the oldest centres of the organic chemical industry.

The company has been established for many years as one of the world's leading manufacturers of opiates, especially codeine phosphate, and other alkaloids and medicinal chemicals for the pharmaceutical industry. The range includes analgesics, cough suppressants and purgatives, which are supplied in bulk form to about 60 countries. The company has been awarded the Queen's Award for outstanding export achievement.

*Ethicon Ltd* are engaged in the manufacture of surgical sutures and ligatures in a modern factory at Sighthill on the western outskirts of Edinburgh.

The origin of the modern suture goes back to Joseph Lister who in 1868 developed the use of catgut as a surgical suture. In 1915, because of the severe shortage of sutures which were manufactured in Germany, George Merson, a Scottish pharmacist, began experiments in his own kitchen to produce sutures and shortly set up his own factory for their production. As demand grew he moved to larger premises, first in the "Old town" and then after the second world war to modern premises at Sighthill. In 1947 the company of G. F. Merson Ltd was taken over by Johnson & Johnson of the USA and renamed Ethicon Ltd. From the two employees with whom George Merson started his manufacture, the present company has expanded to 1,200 employees.

### New town

Within recent years the new town of Livingston has been developed to the west of Edinburgh. In the area specifically designated for science-based industries two companies — Surgikos Ltd and MCP Pharmaceuticals Ltd — have located their modern premises.

*Surgikos Ltd* originally operated as Arbrook Products Ltd which had emerged from Ethicon Ltd, but in 1981 it merged with Surgikos, a division of Johnson & Johnson Ltd, Slough, who were operating in a similar field of health care. The company is concerned with all

Culross, Fife. A taste of medieval Scotland



aspects of the reduction of cross infection, especially in the operating theatre.

The product range includes examination gloves, sterilising solutions, surgical masks, theatre drapes, clothing and footborne contamination control. Due to the heat labile nature of the majority of the products and the fact that they are hermetically sealed, gamma radiation was chosen as the method of sterilisation. The irradiation unit consists of a concrete maze enclosing about 200,000 curies of cobalt 60 and a conveyor system which moves the product to be sterilised round the source. As a sterility check, dosimetry results must show that a dose of at least 2.5 Mrads has been absorbed.

**MCP Pharmaceuticals** is an "ethical" manufacturing company which, in September 1981, celebrated 25 years in the industry. The occasion was marked by the opening of new purpose-built premises at Livingston providing high quality facilities for production, quality control and administration.

The steady growth exhibited by MCP Pharmaceuticals for many years was rapidly accelerated when the company was acquired by Boehringer Mannheim GmbH who manufacture not only "ethical" pharmaceutical products but also bulk drugs, diagnostic materials and surgical equipment. Entry into the Boehringer Mannheim organisation has helped the company to develop and expand its sales at home and overseas in

addition to bringing to the UK a range of products from the parent organisation.

**Syntex Research Centre**, the first pharmaceutical research unit in the UK to be built on a university campus, is on the research park of Heriot-Watt University, some eight miles from the centre of Edinburgh. The first building phase of the new research centre was completed in 1977; the second phase, giving the unit an area of some 8,000 square metres, was completed in 1981.

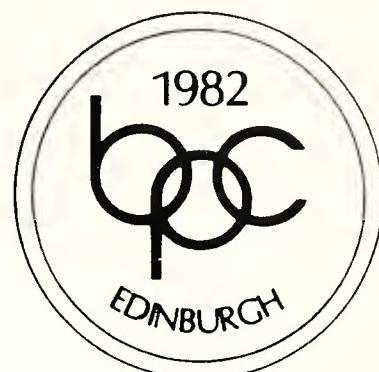
It is the research division of Syntex Pharmaceuticals Ltd and is part of the world-wide Syntex network. The international network includes another pharmaceutical research group in Paris, Recherche Laroche Navarron; the parent unit is on the Stanford University campus in California.

The centre has facilities capable of taking new compounds from early synthesis through screening and development to dose forms for the market. There is particular emphasis on pharmacology, toxicology, metabolism and dose form development as well as clinical pharmacology and the manufacture of clinical trial supplies for use world-wide. The principal interests are oriented towards compounds showing activity in the cardiovascular and central nervous systems, although other areas of activity are being investigated.

The staff, recruited both nationally and internationally, is currently around 100 and includes several well-known

figures in pharmaceutical research. There are pharmaceutically qualified personnel in formulation, pilot scale manufacture, pharmacology, registration, quality assurance, project management and general management and the Centre participates in pre-registration and industrial training schemes.

In 1980, the Scottish Development Agency commissioned a report, "Health Care in Scotland," which was so favourable that the Agency has launched a major initiative to make Scotland an internationally recognised centre of health care industry. ■



# Oraldene

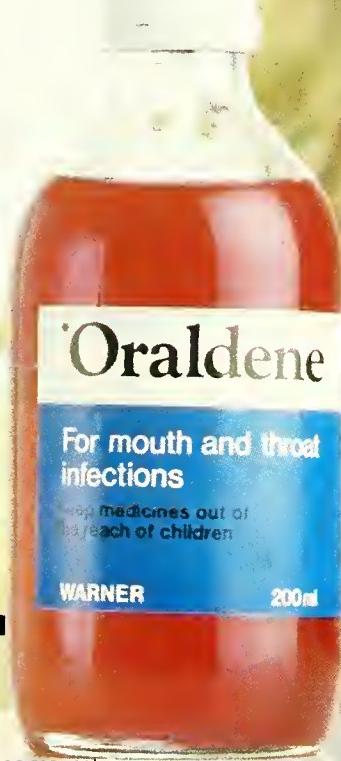
## A worthwhile recommendation for her~and for you

As oral hygiene becomes more important, so does your recommendation for Oraldene.

Containing 0.1% hexetidine, an effective anti-bacterial agent against mouth and throat infections, it's a worthwhile recommendation for her~and for you. An established, well-accepted and profitable brand.

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That's a lot of people (given that it just might catch the odd man's eye as well) who are going to know that there's now a whole bathroom range with that special softness associated only with Nivea.

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Given that Nivea Creme and Lotion are market leaders, this new bathroom range could help you really clean up.



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NOW  
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A Smith+Nephew product.



# INTERPHEX 82

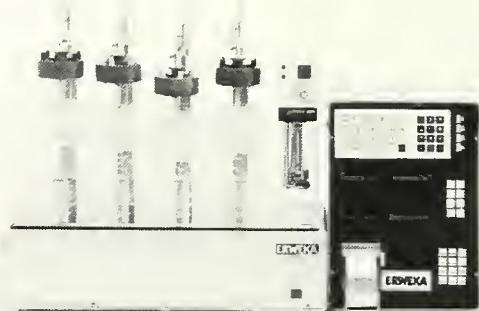
## Innovation is the keynote at 'comprehensive' exhibition

More than 400 suppliers from Europe, Japan and the USA will display their latest technical developments at Interphex 82, at the Metropole in Brighton, May 18-21.

It will be the most comprehensive event ever staged for manufacturers of pharmaceuticals, cosmetics and allied products, say the organisers. Innovation is the theme and a number of companies are using the show to launch new techniques in processing and packaging equipment; instrumentation for measurement, analysis and control; clean rooms; sterile

area equipment and clothing; and specialised finished packs.

The Interphex conference consists of 16 sessions on current "hot" topics. Computers are revolutionising many aspects of pharmaceutical production and three presentations will examine the cost benefits of computers in planning, implementation and manufacturing. The Guild of Hospital Pharmacists have also arranged their traditional one-day session, the theme this year being "Medicines in plastics." ■



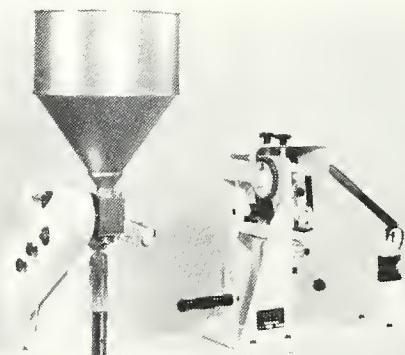
Tablet disintegration tester ZT24DP

1982 include an electronic moisture determination balance from Gronert, a tap densitometer for bulk density determination from Engelsmann and a semi-automatic machine for the production of suppositories in "reel" form from Erweka. *Copley Instruments (Nottingham) Ltd, Private Road no 7, Colwick Park Industrial Estate, Nottingham NG4 2ER.* ■

## Bench dispensing range

The Kugler K21/K31 small-scale dispensing and tube closing equipment range is being shown by Glenhove Ltd, and is used for the handling of small-scale cream dispensing into metal tubes.

The semi-automatic dispensing machine (left) has a dose range from 15-250cc which can be modified to handle from 1.5cc to 55cc. The units can be supplied with fixed speeds of 600-800 fills per hour or can have a variable speed drive which can allow for up to 1,500 fills per hour according to the size to be dispensed. The dispensing volumes are infinitely variable between the ranges quoted and the unit can be provided with a heated hopper, stirrer, auger feed and several other attachments for the filling



of either tubs, tubes or bottles.

The tube closing machine (centre) is arranged to handle metal tubes only, and will, by two turns of the handle, form a double fold in the end of a tube. The crimping jaws (right) can also be supplied together with a coding arrangement.

*Glenhove Ltd, 35 Regent Street, Wellingborough, Northants NN8 4DN.* ■

## Modular clean room

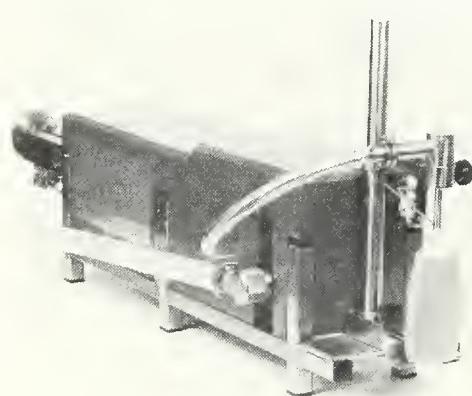
Haremead MRC Ltd have developed and patented a "unique" approach to modular design and construction of clean and sterile rooms and their MRC System 1200 makes its debut at Interphex 82. Manufactured from GRP it satisfies the requirement of BS5295 Parts 1, 2 and 3, the Guide to Good Pharmaceutical Manufacturing Practice 1977 and the United States Federal Standards 209B.

It enables the designer to achieve ideal air flow movements; flexibility in the



provision of service points; a modular form of construction; layout flexibility; reusability; speed of construction and a short and long term economic solution and is suitable for either refurbishment of existing buildings or for providing totally new facilities, the company says.

*Haremead MRC Ltd, The Old Mill, Mill Lane, Godalming, Surrey GU7 1EY.* ■



The Positill 1000 volumetric liquid filling machine, available with two interchangeable metering cylinders of up to 500cc and 1000cc capacities, is semi-automatic and pneumatically operated, allowing flammable liquids to be filled. It is constructed as a single head bench mounted machine, being approximately 11½ ins wide. *Universal Filling Machine Co, Bromley Green Road, Upper Ruckinge, Ashford, Kent TN26 2EF*

## Quality control equipment

Copley Instruments Ltd will be displaying quality control equipment for testing the disintegration, dissolution, friability, hardness, long-term stability, moisture content and thickness of tablets, suppositories and similar products. A new Erweka tablet hardness tester featuring microprocessor control with print-out facilities together with a new microprocessor controlled disintegration tester will be displayed, as well as a new in-line six station dissolution tester together with a heating, de-aerating and dosing device for the provision of dissolution media.

For the long term stability testing of drug formulations, an environmental test cabinet has been introduced featuring all electronic control over temperature and humidity, and other introductions for

## New type of blister pack

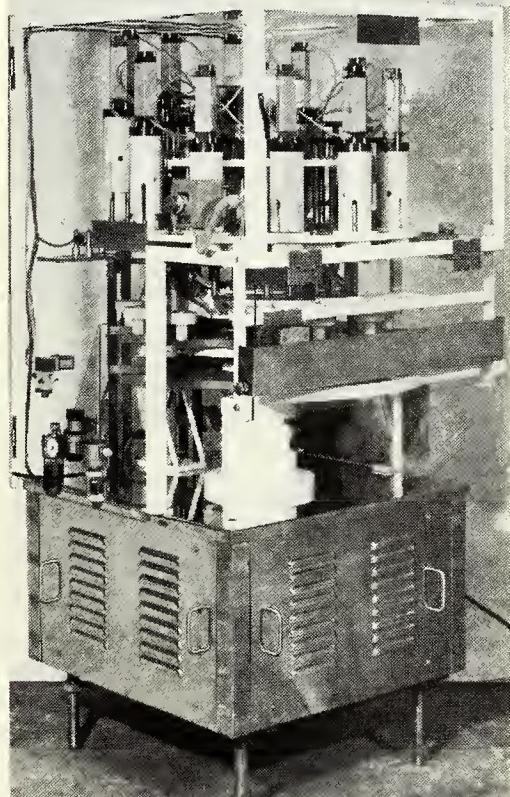
Receiving its debut is a new system of blister packaging which combines a cold-forming grade of aluminium foil and plastics in a variety of laminations that require no heat process or air pressure to form the blisters.

The product, launched by Unipack Ltd, is aimed at offering an economical alternative to strip packs. It offers up to

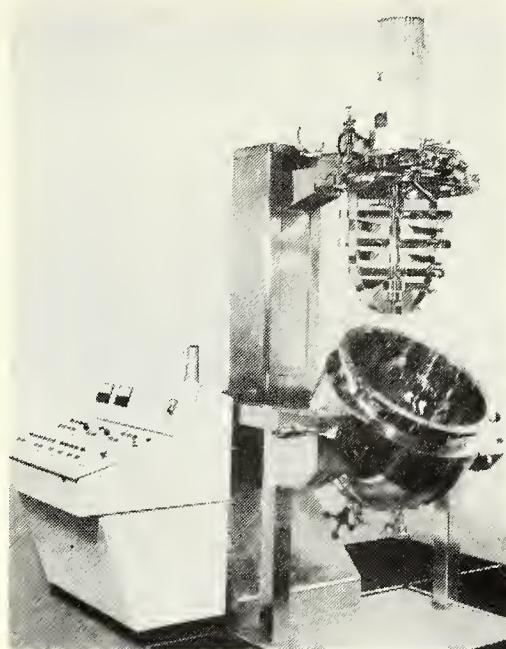


40 per cent reduction in surface area, with the advantage of permitting high speed, automatic handling and cartoning operations, and is primarily designed to contain hygroscopic, solid-dose pharmaceutical products.

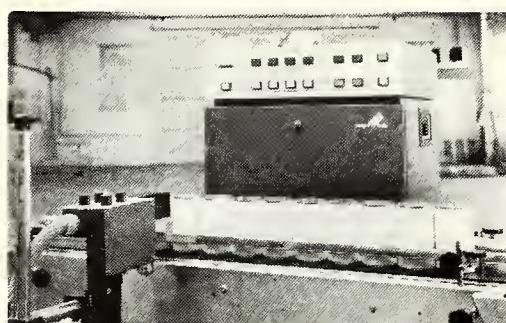
Forming material is fabricated from nylon, soft-temper aluminium foil and rigid upvc or 'Surlyn'. Lidding material comprises hard-temper aluminium foil with vinyl or 'Surlyn' coatings. For friable products, a tear-open version of the pack is offered. *Unipack Ltd, Bebington Close, Billericay, Essex CM12 0DT.*



*The Vistec bander for the automatic application of Viskseal heat shrink bands. The machine cuts and applies Viskseal pvc in reel form. Viscose Group Ltd, Vistec House, 185 London Road, Croydon CR9*



*The Surmet multimix processing vessel (150 litre) is supplied with variable speed drives, integral vacuum pump, motorised valves and automatic interlocks, all controlled from a main console and pre-wired as a packaged unit. The variable speed contra-rotating paddles can be operated within a speed range of 4 to 40 rpm in forward or reverse direction. Self adjusting PTFE scraper blades are fitted to the outer paddle. The top entry emulsifying / dispersing head provides speeds from 700 to 3,000 rpm. Surrey Sheet Metal Crafts Ltd, Felstead Road, Longmead Industrial Estate, Epsom, Surrey*



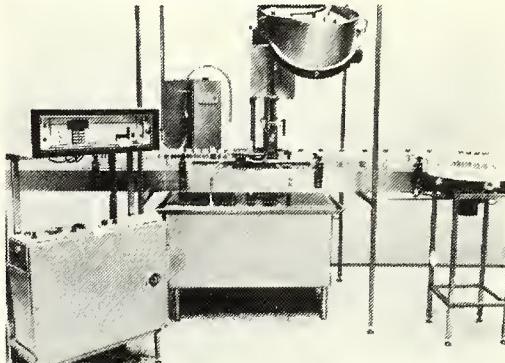
*The Unijet Solo ink jet printer coder, exhibited by Kendis, is programmed from a hand held keyboard and the message can be altered without touching the print head, which itself never touches the passing products. Virtually any surface may be printed says the company, at any speed up to 300 metres per minute (1,500 characters per second) — 1 litre of ink will produce 50 million characters. Vendis Engineering Ltd, 653 Ajax Avenue, Slough*



*Arnold R. Horwell Ltd are exhibiting for the first time at Interphex. Their product range includes the tecnomat automatic agar pouring system for petri dish preparation (above), and other microbiological equipment. Arnold R. Horwell Ltd, 2 Grangeway, Kilburn High Road, London NW6 2BP*

## Sterilising tunnel

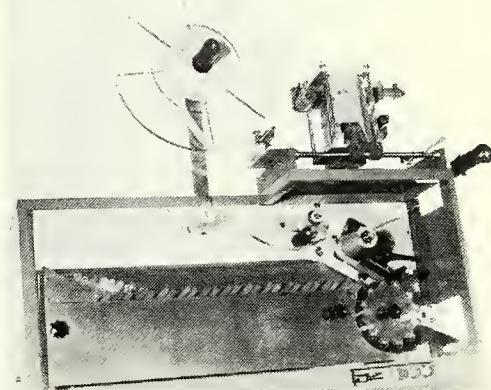
Following the merger between Calumatic and Gist-Brocades Technical Products, the Peter Holland Group have been appointed UK representatives for the combined product range and will be showing two new products. On display will be a sterilising tunnel for vials and containers (below). This features a system of filters to optimise the laminar air flow — energy savings of up to 20 per cent can result, the company says.



Also new will be a liquid filler that uses a microprocessor to ensure that product is nett weighed within fine limits, irrespective of the filling temperature. With no moving parts in the product line, no dead legs and an absence of equipment-borne particulate matter, this filler gives contamination-free product with a high level of fill accuracy, it is claimed. *Peter Holland Group, St Peter's Hill, Stamford, Lincolnshire PE9 2PE.*

## Labeller for small cylindrical packs

The RC.20 is designed to apply William Sessions' self-adhesive labels to small cylindrical containers, and will handle unstable products in a horizontal position. Products such as ampoules, test



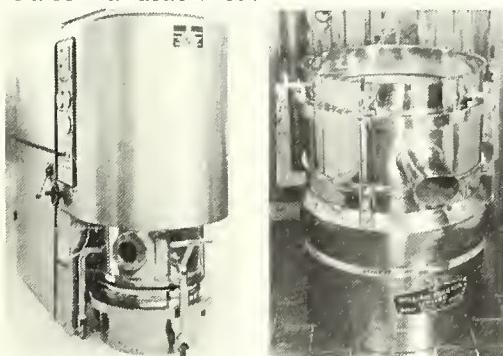
tubes, capped bottles, syringes and even collapsible tubes can all be labelled automatically at speeds up to 120 units per minute. The machine includes solid state circuitry, and a total integrated drive which maintains excellent registration, says the company. An extensive range of other labelling machinery will also be on display. *William Sessions Ltd, The Ebor Press, York YO3 9HS.*

# INTERPHEX 82

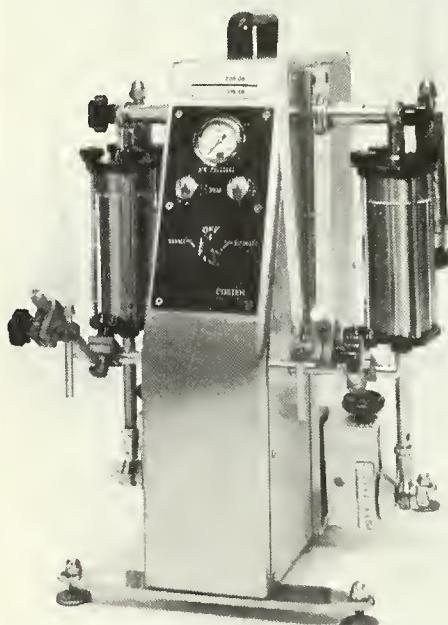
Continued from p927

## Processing range from W. Boulton

A range of processing equipment will be exhibited by William Boulton Ltd, including several new additions. The new mark III fluid bed dryer (left), to withstand an overpressure of 2 bar for the drying of granular crystalline and powder materials, has been developed from the mark II machine and a similar machine for mixing, granulating and drying in one is also manufactured.

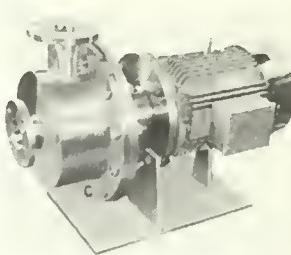


A range of Superclean separators (right) designed for prevention of product contamination in seven sizes ranging from 12 to 72 in diameter is being shown. Vibratory fine grinding machines and mixing machines as well as a range of equipment for fine filtration will also be exhibited. *William Boulton Ltd, Providence Engineering Works, Burslem, Stoke-on-Trent ST6 3BQ.*



The 500DS bench operated liquid filling machine, operated by compressed air and supplied with either one or two metering cylinders with volumes of 7, 30, 100, 330 or 500cc. Final adjustment is by an adjustable crank. *Coster Aerosols Ltd, Babbage Road, Stevenage, Herts SG1 2EQ*

The entire range of Silverson equipment for batch and in-line high speed mixing, emulsifying, homogenising and suspending will be on display. For the first time the bottom entry homogeniser will be shown. Designed for use in conjunction with a slow speed stirrer in a traditional hemispherical mixing vessel the combination of high speed homogenisation and slow speed stirring is recommended particularly for creams where aeration-free homogenising is to be continued at temperatures where the product has virtually no flow properties, says the company. In the biochemicals and galenicals sectors the duplex disintegrator will reduce solids of animal or vegetable origin such as resins, gums, barks, glands and tissues to a fine homogeneous suspension to provide high yield extraction of active principles. *Silverson Machines Ltd, Waterside, Chesham, Bucks*



The latest model of the Technofill will be shown by C.E. King, where the volume of fluid dispensed is determined by dialing in the amount on the machine's counting unit. Features of the equipment's operation are close tolerance between fills (usually better than +0.5 per cent is claimed), clean filling with no dripping between fills and an ability to handle a wide range of liquids and retain accuracy. The speed of filling and the lapsed time between fills is also variable, says the company. *C.E. King Ltd, 41 London Street, Chertsey, Surrey KT16 8AR.*

PB&E's debut at Interphex coincides with the release of their latest range of ultrasonic welding equipment for plastic and welding cutting. Illustrated (right) is the Labmak C27 hot foil label making machine. *PB&E Engineering Ltd, 716 Banbury Avenue, Slough, Berks SL1 4LH*



Design of the 2ACC carton coder has been uprated to produce a more robust safer machine, say Allen Codings. Mounted on a one piece chassis, the hopper fed variable speed machine can code cartons up to 120 per minute. It can be fitted with a hot foil printer. *Allen Coding Machines Ltd, Queens Road, Barnet, Herts EN5 4DF*

## Microbe detection

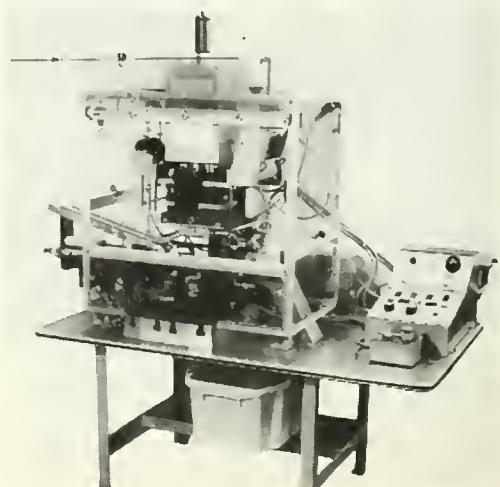
Bactomatic produce a range of electronic instruments for the detection and estimation of the numbers of micro-organisms in products and materials.

Bactometer model M120 provides hard copy test data for quality control records, and colour coded results are



presented on the video display as they occur. In addition, impedance growth curves of the flora present in a number of the samples under test may be viewed on the colour video terminal and obtained in hard copy on the plotter. This basic system processes 128 samples but is capable of modular expansion to monitor up to 512 samples concurrently.

*Bactomatic Inc, PO Box 183, Harlow, Bucks.*



# LETTERS

## Patient records: UKCPA survey

Recently, in the "Guide on the self-assessment of professional practice activities," the use by pharmacists of patient medication records (PMRs)<sup>1</sup> was commended. However, although many papers have been published on the subject in the UK, the USA, Canada, Australia and Holland, a leading article in the *Pharmaceutical Journal* considered that there is "as yet no definitive evidence to prove their usefulness."<sup>2</sup>

The UK Clinical Pharmacy Association would like to contact all retail pharmacists using medication records, in order to determine the extent of their use. In addition we would like volunteers from among pharmacists, to take part in a simple study to determine the number of prescription problems detected by the use of these records, over a short period of time.

Would any pharmacist using PMRs, or wanting advice on starting to use them, please contact me at either address below for further information. Business: H.C. Heard Chemist, 43 Brent Street, Brent, London NW4 (tel 01-202 8901). Home: 65 Heathcroft, London NW11 (tel 01-458 5538).

Sally Shulman

References:

1. Joint Working Party Report "Guide on self-assessment of professional practice." *Pharmaceutical Journal*, 1981. 227. 250-254.
2. Leading Article. *Ibid*, 1981. 227. 237.

## Squirrel who?

If someone has a valid point to make, and feels strongly enough to write to a respected organ of his/her profession should he/she not have the courage of his/her conviction to put their name to it?

The developing and printing market is expanding. At Colorama, the fastest growing laboratory in the UK, we are aiming to meet this increasing demand for a reliable quality service by extending our dealer network.

If your business is in London, the Home Counties or the Midlands and you would like to know more about these exciting plans for 1982 — and how we can help you — please phone David Runyard on 01-261 1082 or write to him at Colorama Ltd, 44 Lancaster Street, London SE1 0RP.



Were pharmacists to follow the action suggested by "Squirrel Nutkin" (Letters, April 24), certain members of the public would, at some point in time, ask "whose idea was this?" How much of the respect, for example, the NPA is hoping to gain by advertising, would be lost when one would reply "Squirrel Nutkin"?

R.J. Mair

Edinburgh

C&D does not normally allow pseudonyms unless there is a good reason. Unfortunately, many letters on rural problems are from pharmacists who, like it or not, have had to live side-by-side with dispensing doctors. Their alternative to anonymity is silence — and that is in no-one's interest — Editor.

## Female view . . .

I was told recently by a businessman that chemists must be "making a mint" — look at all the new shops opening everywhere. If this is how the general public sees it, imagine what the Department of Health will say when we claim higher fees, on-cost or whatever. The rapid proliferation of pharmacies in areas where there is already an adequate pharmaceutical service (otherwise known as leapfrogging) will do our cause harm in more ways than the obvious one of stealing our customers.

In answer to the motion carried at the BPSA conference that pharmacists should retire at 60 (female) or 65 (male) (!), I should like to point out that: (a) most pharmacists work in the retail sectors where they do not automatically receive a pension; (b) the proprietor pharmacist who has built up a business over many years may suddenly find the value of his goodwill greatly diminished by the advent of a leapfrogger to the area, or else be unable to sell this shop altogether, so making it impossible for him to retire.

Of course, if we could be guaranteed something akin to what the miners are asking for — say retirement at 55 on full pay (notional salary?) — we might all be happy to retire early.

Renee Stroh (Mrs)

London N19

## . . . and male

I wish to congratulate the NPA for turning down a membership application from a "leapfrogger." Those of us in "retail" will applaud this decision as both just and courageous.

A leapfrogger shows no regard for his fellow pharmacist. He lives solely by the dictum "all is fair in love, war and business." I say congratulations again to the NPA for taking the lead.

Brian Stroh  
London N19

## WESTMINSTER REPORT

## NHS expenditure

Between 1978-79 and 1981-82 gross expenditure on the National Health Service has increased by over 70 per cent. Growth in real terms was just over 4½ per cent. After allowing for the savings in 1981-82 by better use of resources, growth in services amounted to about 5 per cent, Mr Geoffrey Finsberg said in a Commons written answer.

## FPC appeal costs

Mr Jack Ashley asked the Secretary for Social Services whether there has been any exercise of the power given to him in 1974 to award costs against a person appealing against a decision of the Family Practitioner Committee, and if he will consider relinquishing this power. Mr Kenneth Clarke said the power had not been used, but it would be retained should it be felt necessary to award costs against a frivolous or vexatious party or in other exceptional circumstances. ■

**PSST!**  
Remember  
the spray  
when you  
order  
the rub.



## Benoxyprofen under scrutiny

The side effects of benoxyprofen were the subject of three separate reports in last week's *British Medical Journal*. Two draw attention mainly to those adverse effects already described, but the third describes five cases of fatal cholestatic jaundice.

The five patients who developed jaundice were all women over the age of 80 taking 600mg daily. The authors note that benoxyprofen was the only drug common to all five cases and think it the probable cause. A dose of 600mg daily has a much longer half-life in very old patients, they say, and suggest that caution should be exercised in elderly patients.

Another of the papers recorded the side effects of benoxyprofen in 300 patients who had taken the drug for a mean of 6.4 months. A total of 65 per cent reported side effects resulting in 104 having the drug withdrawn. Cutaneous side effects were the most frequent — photosensitivity was the commonest, occurring in 28 per cent of patients but rising to half of those treated in the Summer. Onycholysis (separation of the nail from its bed) was observed in 12.6 per cent and gastric side effects in the same percentage but rising to 40 per cent in patients over 40. The authors comment that in the elderly a dose of 600mg daily is associated with an unacceptable incidence of side effects.

The third report concentrated on adverse dermatological reactions. It noted that photosensitivity was seen in several patients and was a predictable side effect related to dose and UV A radiation; the other cutaneous side effects were erythema multiforme, Stevens-Johnson syndrome, milia and onycholysis.

Dista, who market benoxyprofen as Opren, say that because they were unaware of publication until the day before issue they have not yet had time to assess completely the medical details. A thorough investigation is underway and they are concerned at the report of jaundice. It is important to note that all 5 patients were over 80 years of age, had been on a number of other medications and may have had some renal impairment, they say. Jaundice was not observed in trials involving 2,000 patients. It is estimated that 500,000 patients in the UK have been treated with benoxyprofen since 1980 and jaundice has only recently been reported.

They agree that caution should be observed in elderly patients and because renal function is frequently impaired in the elderly the possible need for reduced

dosage in the presence of impaired renal or hepatic function has been a feature of the data sheet information since introduction.

The type of side effect detailed in the other papers are essentially the same as those seen in other clinical studies. However the incidence of side effects reported varies significantly from Dista's own clinical experience and from the much larger Inman study of nearly 5,000 patients. In the latter the incidence of photosensitivity was 4 per cent and onycholysis 1½ per cent. ■

## Complaint upheld on haircare claim

The Advertising Standards Authority has upheld a complaint about a claim for Wella's Recrin hair care products, at present sold only through Boots.

A member of the public challenged a Press advertisement that: "Kytin combines with the natural keratin in your hair to strengthen and protect each individual strand. So from the first your hair gains new strength . . . And a unique restructurant that helps to rebuild tired or damaged hair back to its natural shining beauty."

The ASA's monitoring department had already asked the advertisers for substantiation which was referred to an independent consultant. The ASA's latest report says that the claimed efficiency of kytin was based only on theory and the consultant considered that the implication that the product had exceptional properties as a conditioner was

unwarranted. The advertisers have been asked to amend the copy.

A spokesman for Wella told C&D that plans to make Recrin available to all pharmacies were still at an early stage.

Another member of the public objected to a Press advertisement for Clinique dramatically different moisturising lotion which stated: "We don't expect any moisturiser in the next decade to surpass the present one of Clinique. This from a leading dermatologist . . ." The complainant pointed out that under the advertisers' code the person being quoted should be identified.

The ASA upheld the complaint in part. The advertisers supplied the dermatologist's name, asking for it to be kept confidential, but did not provide a copy of the testimonial and were unwilling to identify its source in advertisements. They were asked to delete the quotation from all future copy.

A complaint against Clairol Skinvention was not upheld. A member of the public read in an advertisement that the appliance could be used in a bath or shower but when she bought one she found a note saying it was not waterproof. However, the advertisers discovered that although the complainant had bought her Skinvention just before Christmas 1981 it was the non-immersible model which had been discontinued the previous January. She was given a new model, described accurately in the advertisement.

A Clairol Appliances spokesman told C&D that their representatives would also replace the power handles on old stocks if pharmacists still carried them, which he thought was unlikely. ■

## Triazolam review

The Committee on Safety of Medicines has reviewed the safety of triazolam in light of the reports received in 1979 from the Netherlands of serious psychiatric adverse effects, Mr Geoffrey Finsberg said in a written Commons reply. It was noted that the experience in the Netherlands appeared to be unique, and that the dose in general use there was at least double that recommended in the UK. The nature of the reactions associated with triazolam is similar to those for other benzodiazepines, and the reporting rate for triazolam is within the range found with drugs in this class. The CSM has received no reports of reactions following the withdrawal of long term treatment with the drug, and has no reason to alter its evaluation of the risk-benefit ratio for triazolam if it is used in accordance with dosage and indications in the current data sheet. ■



Mr Peter Espley, MPS (left) was presented with a Pharmaton motif umbrella by Roy Berwick, Pharmagen field sales manager at his Accrington pharmacy for an imaginative display in support of the Pharmagen / Mecca social clubs promotion

# Six pharmacists finish in Gillette London Marathon

Pharmacists and pharmacy teachers were among those who completed the Gillette London Marathon on Sunday.

Mr Richard Tuffin, who ran the 26 miles 385 yards in 4 hours 46 minutes, was back at Stoffer and Hunter, Witham, on Monday morning with bad blisters and a touch of sunburn but otherwise unscathed. He told C&D the event was more difficult than last year, when his time was 4 hours 34 minutes, because of the crowds taking part. He was sponsored in aid of the Pharmaceutical Society's Benevolent Fund and the British Heart Foundation but will not know how much he has collected until his sponsors have parted with their money. Initially he tried to organise a pharmacists' team to collect for the Society's charities but the other applicants were turned down.

Up to two months ago, Mr Tuffin, who qualified in 1952, ran 70 miles a week but a bout of flu forced him to reduce his training. His next marathon will be in Wolverhampton in July and he hopes to organise a pharmacists' team for the *Sunday Times* "fun run" in September. Those interested may contact him at 13 Borda Close, Chelmsford, Essex.

Mr Alan Spinks, who runs Northtown Pharmacy, Great Yarmouth, completed in 3 hours 56 minutes. It was the first time he had run the marathon length although he had previously participated in 20 mile competitions. He said the cheering crowds were a "wonderful spur" to keep going;



Peter and Clive Thomas ran the Marathon in a double Gillette T-shirt completing the course in three hours and forty minutes

they yelled "Come on Numark" as soon as they read his tee-shirt.

Aged 43, Mr Spinks gets up at 6am to train before work, and regularly plays hockey and cricket. On Monday his only complaints were an aching ankle and "thighs a bit suspect."

Another Numark pharmacist, Mr Lloyd Eagling, of the Market Pharmacy, Shirebrook, Mansfield, finished in 3 hours 48 minutes. He had trained intensively since Christmas and was running up to 70 miles a week just before the event. Aged 38, Mr Eagling said he would be tempted to enter a London Marathon again. The atmosphere, with crowds cheering and bands playing, was "tremendous." He was sponsored to collect money for his Rotary Club towards buying a minibus for the local school for the disabled.

Dr John Gorrod, reader in biopharmacy, Chelsea College department of pharmacy, had a time of 4 hours, exactly the same as last year. The irony was that last year he ran 25 miles a week in training and this year only 10. Aged 50, Dr Gorrod felt so fit the day after the event that he ran another 5 miles.

One of his former pupils, 32-year-old Sally Sprake, who is staff pharmacist at St Thomas Hospital, London, finished the distance just before him with a time of 3 hours 56 minutes. It was the first running competition she had entered and she used to do "a couple of 5 miles jogs a week" before going seriously into training for this event.

A pharmacology lecturer at London School of Pharmacy, Dr Michael Starr, knocked three-quarters of an hour off his last year's time and completed in 2 hours 52 minutes. This year 38-year-old Dr Starr

trained "lot more seriously" and averaged 50-60 miles a week.

Another of last year's competitors Dr John Dearden, principal lecturer, pharmaceutical chemistry, Liverpool School of Pharmacy, prefers running on grass to roads so missed the London Marathon and took part in one in the Peak District the previous weekend instead. His time was 3 hours 1 minutes over hilly ground in a howling gale. Aged 47, Dr Dearden runs about 40 miles a week.

Similarly, Mr Jack Leigh, a pharmacist with Underwoods, London, was saving his strength for a marathon in Paris the following weekend. Last year he completed the London course in 4 hours 25 minutes, but his application was unsuccessful this year.

In all, there were over 16,300 participants and the winning time was 2 hours 9 minutes 25 seconds. ■

## Voluntary fund could be unworkable

"The rural dispensing establishment seems quietly confident that all will now be well, and that a way agreeable to doctors and pharmacists alike has been found," says the editorial in last week's *Pulse*. It goes on, however, to warn that the issue of compensation could impede the smooth working of the agreement.

Although Local Medical Committees have given majority support to a voluntary levy, the editorial says that dispensing doctors believe only a compulsory levy will work, as only those who need compensation will pay up, leaving a voluntary fund too small. ■

## Third year for Enterprise award

The 1982 Business Enterprise Award was launched last month by Stock Exchange chairman, Sir Nicholas Goodison. The award, being made for the third time, is a means of picking and giving public recognition to businesses creating new wealth and employment. Past winners include Barratt Developments (1980) and J. Sainsbury (1981).

The award is open to any British firm, or UK subsidiary of an overseas company, with a turnover of more than £5 million, which can demonstrate achievement in the creation of wealth and employment in Britain. The award also aims to recognise and promote a greater understanding between business and the City. Further information from Sandy Anson, *The Institute of Directors*, 116 Pall Mall, London SW1Y 5ED. ■



Hugh Jones, winner of the London Marathon, gives his feet a treat. The occasion was the Scholl sponsored marathon clinic when a podiatrist, sports doctor, physiotherapist and coach were on hand to give tips on how "not to run into problems"

## Sir Alan Marne accepted as RDC chairman

The Pharmaceutical Services Negotiating Committee has accepted Sir Alan Marne, the present chairman of the Central Joint Committee on Rural Dispensing as chairman of the Rural Dispensing Committee. The RDC is to be set up as part of the implementation of the Clothier recommendations.

Further consideration has been given to the draft regulations to implement the recommendations of the National Joint Committee of the Medical and Pharmaceutical Professions on Rural Dispensing (Clothier Committee) by a joint committee of PSGB and PSNC representatives — a further meeting will be held on May 10.

□ *Seminar on rural dispensing.* Following a resolution passed at the 1982 Conference of Local Pharmaceutical Committee representatives: "That regular meetings of pharmacist members of dispensing committees be arranged on a regional basis by the PSNC . . .", a one day seminar is to be held at 11am on July 12, at the headquarters of the PSGB, with the objective of initiating these regional meetings. The meeting should be attended by two LPC members of the dispensing subcommittee of each FPC, but if any FPC did not have a dispensing sub-committee, then two other LPC members with an interest in rural dispensing should be invited to attend.

□ *April payments to contractors.* The Department has refused to despatch April payments on the last working day of March. "Because the supply estimates for pharmaceutical services are based on twelve monthly payments in each year, the first of which falls due on the first day of the financial year, it is not possible for us to advance the date of the April payments. We have, of course, agreed that for the remaining eleven months payment can be made in advance so that it can be in contractors' accounts by the first day of each month, but I regret that there is nothing we can do about the initial payment in each financial year."

□ *Basic practice allowance.* Revisions to the wording of the appeals procedure have been agreed for discussion with the DHSS. Refusals of the allowance are usually where the pharmacy has opened within 1 km of the nearest pharmacy or where the pharmacy has moved premises to a new location. These criteria will remain unaffected.

□ *Profit margin dispute.* The Department of Health's submission to the Pharmacy

Review Panel seeking to reduce the 1981 rate of pure profit and interest (currently 2 per cent on cost and 2½ per cent over clearing bank base rate respectively) was considered together with a draft PSNC response (which was approved).

□ *Property costs.* Both the Department of Health and PSNC have now given final evidence to the Pharmacy Review Panel on the allocation of property costs. The report of the Panel is expected during May.

□ *Dressings.* The DHSS agreed that if it could be shown that the new dressings were more cost effective than the traditional dressings currently included, it would consider their inclusion within the Drug Tariff. Further evidence is to be presented to the Department.

□ *Nebuliser systems.* The DHSS is examining suitable nebulisers for use with respiratory solutions, preferably ones that could be dismantled by patients for cleaning purposes, for use with a mechanical pump. It confirmed that the driving mechanism should be supplied through the hospital service.

□ *Dispensing technician's education.* A letter was received from the Society of Apothecaries in response to the PSNC comments on the proposed future arrangements for the awarding of the Society of Apothecaries Certificate for Dispensing Technicians. It contained a survey of the main comments received from colleges and pharmaceutical organisations and the response of the Society of Apothecaries, together with notes on the methods of study and on the practical examination.

□ *Portable oxygen equipment.* Support is to be given to the Association of Community Health Councils' representations to DHSS for the inclusion of portable oxygen equipment in the Drug Tariff. ■



## Media campaign on medicines and caries

A campaign to tell the public that liquid medicines can damage teeth is being held in Northampton this month.

Leaflets, posters and local Press advertising will be used to bring home the message that most liquid medicines contain sugar and can therefore lead to dental decay. The campaign will point out that there are often solid-dose alternatives to liquid medicines and that patients can ask their doctors to prescribe these instead. Methods of crushing or opening tablets and capsules so that children can take them are to be explained. Where there is no alternative to a liquid formulation the importance of cleaning teeth after each dose will be emphasised.

The campaign is being run by Northampton Junior Chamber who won £1,000 towards it in a national competition. Junior Chambers throughout England, Wales and Northern Ireland were invited to submit ideas for community projects and the winning three were awarded £1,000 each by the computer manufacturers.

Graham Ratcliff, president of Northampton JC, told C&D that the project had been suggested by one of their members who is a pharmacist at Northampton General Hospital.

General practitioners, dentists and pharmacists in the town and surrounding area are being asked to display leaflets and posters. Leaflets would also be handed out in the town centre and distributed door-to-door. Advertisements in the local Press are planned for the last week in May.

Although aimed at the general public the campaign will also concentrate on children's hospitals and special schools where children on long-term medication are particularly at risk of dental damage. ■

■ **Croner Publications Ltd** have launched a new loose-leaf book with monthly updates, aimed at giving the self-employed and owners of small businesses a convenient reference book covering all the laws affecting them. The main subject areas covered include taxation, employment and consumer law. The initial cost is £22.10, which includes monthly updates for the first year, later updates presently being priced at £15.80 per annum. *Croner Publications Ltd, Croner House, 173 Kingston Road, New Malden, Surrey KT3 3SS.* ■

Mr Arthur Shaw, FPS, who retired as deputy director of the Association of British Pharmaceutical Industry on March 31, recently received the OBE from the Queen at an investiture at Buckingham Palace. In this photograph he is seen outside the Palace with his wife, Ethel, and his daughter, Mrs Margaret Bonsall

## Polaroid to launch 35mm 'instant' B&W/colour films

Polaroid is preparing to produce and market black and white and colour 35mm transparency films capable of being processed instantly in a manner analogous to a single frame in a Polaroid camera. The films are designed for use in any existing 35mm camera or instrument and the system will include a specially designed light-weight, low-cost processor and a simple, low-cost slide mounter.

Mr William J. McCune, junior, president and chief executive officer of Polaroid, told stockholders at the company's annual meeting that with the new system: "Development will not require a darkroom, washing or precise temperature control. The processed films will be dry and can be handled and projected immediately."

"Polaroid's 35 autoprocess system will add a new dimension to 35mm photography. We believe its attributes,

especially its immediate availability, will make it valuable in many fields including industrial, professional and business photography. Photographic hobbyists and advanced amateurs will find it an exciting addition to their photographic capability," he said.

Slide presentations using a new Polaroid 35mm colour transparency film and a new 35mm black and white, high contrast transparency were shown to shareholders. Polaroid expects to market these films, as well as a 35mm continuous tone black and white slide material, before the company's next shareholders' meeting.

Longer range research and engineering objectives are aimed at developing revolutionary amateur systems that are compact, for which the film can be substantially lower in manufacturing cost than present products, and will achieve

excellent results.

Mr McCune noted that the increasing interaction of electronic imaging with photography has resulted in the company placing greater emphasis on research and development in electronics. "The capability for electronically recording and reproducing images is a rapidly growing opportunity for Polaroid, which can provide instant prints or transparencies from electronically stored data.

"We foresee important new consumer products combining these technologies. ■

## Sainsbury's surge

Preliminary results from J. Sainsbury food group, who introduced both own label cosmetic and medicine ranges in 1981, show a surge in sales and profits.

Pre-tax profits for the year to February 27 were up 35.5 per cent to £89.1m on sales of £1.95 billion. The 22.7 per cent gain in sales represents a volume growth of 13 per cent. ■

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HYGICARE

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amends we've done something we consider rather drastic.

We've redesigned our packs. And we've produced an attractive, eye catching, display tray to house them.

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For more information contact: Mr. V. Cayzer, General Sales Manager, Healthways House, 45 Station Approach, West Byfleet, Surrey KT14 6NE.

## New PATA president and council members

The first duty of Mr J.R. Marshall, the newly elected president of the Proprietary Articles Trade Association, was to receive a cheque for £5,500 "to assist the organisation in the essential work it is doing in the interests of pharmacy", from Mr John Woodford, managing director of Optrex Ltd.

Mr Marshall qualified as a pharmacist from the Sunderland Technical College and entered the family business established by his grandfather in 1883. He

has taken an active interest in pharmaceutical affairs, being a past treasurer and chairman of the Sunderland Branch of the Pharmaceutical Society and a past member of the Sunderland Executive Council.

Mr Marshall was a member of the Sunderland Borough Council until 1980, serving on all its committees during that time. He was appointed a Justice of the Peace in 1969 and joined the PATA Council in 1966.

The PATA Council also elected Mr C.N. Bedford, MPS, Mr E.B. Jones (Miles Laboratories Ltd) and Mr P.M. Worling (Vestric Ltd) as vice-presidents, and Mr T.N.R. Horsfield (Ayrton, Saunders & Company Ltd) as treasurer. ■

## NCT push for 60 hour trading week

The National Chamber of Trade is to seek the repeal of the Shops Act 1950, and to introduce less anomalous legislation. The policy was taken up at the NCT conference on Guernsey following the adoption of a report prepared by the legislation and taxation committee, which called for the repeal of the Act and the substitution of a 60 hours maximum trading week.

Unsocial trading hours, weekday quiet hours, Sundays and any additional hours beyond 60 would be agreed with local authorities and trading interests. For the present the NCT will seek to maintain the status quo in respect of the Shops Act 1950, rather than support alternative liberalising attempts.

Lady Trumpington's Bill on Sunday trading is now in the Commons, but it is unlikely to get through. The Union of Shop, Distributive and Allied Workers has recently approved a special study into legislation on retail hours, and the issue will be put to members in the Autumn in the Union's first national ballot for 20 years. Lady Trumpington has said that previous efforts to change the Shops Act had failed largely because of Union opposition. Labour peers in the House of Lords have appealed to the Government to set up an independent inquiry to consult retailers on the subject. ■

## Middlesbrough depot to close

Following the establishment of Hall Forster (Tees) Ltd in the premises formerly operated by Barclay & Son Ltd it has been decided to transfer the business of subsidiary W.T. Colman Ltd from Middlesbrough to the enlarged Darlington depot. The transfer will take place over the Spring bank holiday weekend and all deliveries will be made from Darlington on Tuesday June 1.

The merger of the two depots will give

Hall Forster an opportunity to provide a broader-based pharmaceutical wholesale service than is being provided currently, the company says, and the stock range will include the best features of both depots. Bulk deliveries of OTC products will continue to be supplied from the parent company in Newcastle. ■

## Chemicals recession

During the past year the UK chemicals industry has suffered its worst recession since the 1930s. The combined impact of falling domestic and overseas demand, high interest rates, an employment surcharge, excessive energy prices to British industry, fierce international competition and high pound have forced the industry — hitherto one of Britain's most competitive and rapidly growing — to make substantial cutbacks in its home operations in an attempt to alleviate losses, restore profitability and ensure its long term survival, let alone prosperity.

This bleak summary of the past year with a look to the future of the chemicals industry is contained in the 1981 annual report of the Chemicals Industries Association — the trade association and employers organisation open to bona fide manufacturers in chemical and allied

industries with UK operations.

The report says there was a very small drop in output during the Spring and Summer of 1980. A similar drop occurred on the Continent, but was not so severe, widespread or prolonged as in the UK.

"The slight improvement in the UK chemical output in the second quarter of 1981 was the result of the slowing down in the destocking process — rather than the beginnings of a sustained recovery — coupled with the better dollar-invoiced export sales. ■

## Armour open new sterile unit

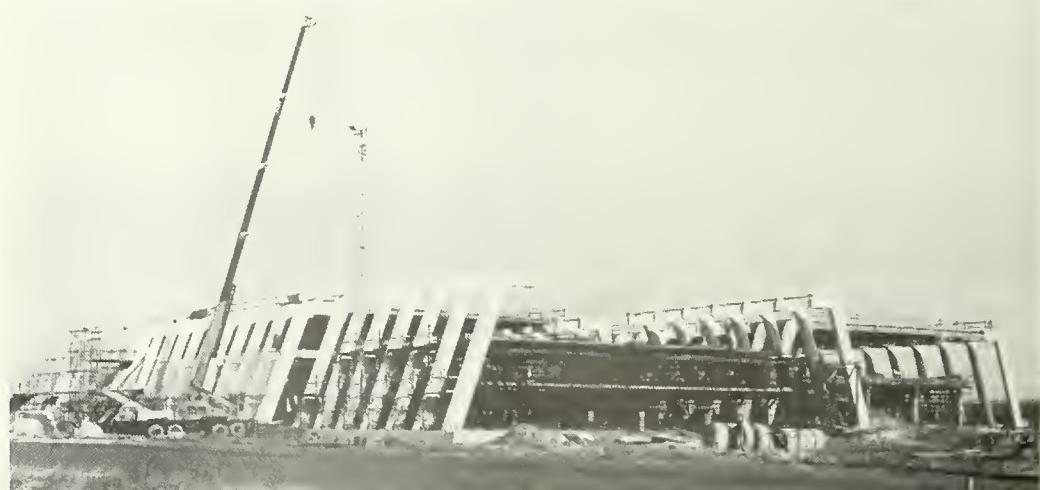
Armour Pharmaceutical extended their Eastbourne facility last week with the opening of new 20,000 sq ft sterile manufacturing unit. The unit will produce 16 million freeze dried and multiple injection vials per annum on a single shift, and this can be increased to 25 million by the addition of further equipment. Among the products produced will be calcitonin and ACTH preparations.

The unit was officially opened by Mr Norman Fowler, Secretary for Social Services, who said that pharmaceuticals was one of the brighter spots in British industry, and its research record stood comparison with any. He mentioned the 28 US companies with subsidiaries in the UK, of which Armour was one.

The unit was designed and constructed by Catalytic International and took 15 months to complete to September 1981. Validation took four months. The next phase of the programme will be the renovation of the original plant, and this is scheduled for completion in 1983. ■

## S&N join divisions

Smith & Neppew are combining the consumer marketing and selling operation of their toiletries division (Nivea, Limara, Atrix and Labello) with their healthcare division (Elastoplast and Tender Touch).



A new development for Napp Laboratories under construction on their 28 acre site in the Cambridge science park. The new building will comprise a research and medical centre, administrative offices, laboratories and production facilities, and the company anticipates moving in during 1983

The new division will be known as Smith & Nephew consumer products and "will provide a basis for substantial new product development over the next few years." The general manager of the new operation will be Graham Siddle, who will report to the sales and marketing director Alan Fryer. ■

## Searle in 'exchange'

G.D. Searle & Co have announced an agreement with Meiji Seika Kaisha, Ltd, a Japanese antibiotic producer, for the exchange of potential anti-infective drugs and recombinant DNA-produced interferon.

Under terms of the agreement, Meiji Seika will receive options to co-market in Japan and selected other countries in South East Asia certain Searle interferons and anti-infective products. Searle will receive options to co-market future Meiji Seika anti-infective products in the United States, Canada, Australia, New Zealand and selected other countries in Europe, Latin America and Africa. The two companies will also collaborate in developing interferon manufacturing technology. ■

## Demand still poor at Rockware

The Rockware Group showed a pre-tax profit of £0.89m for the year ended December 1981 (1980 £0.47m), and operating profit before exceptional items was £6.44m (1980 £8.62). Exceptional costs, mainly redundancies, were less than the previous year at £0.8m (1980 £3.02). The glass company's St Helens factory was closed in mid March giving rise to extraordinary costs of £10.7m.

As the recession continued, market demand remained poor for all the group's companies, said chairman Mr J. Craigie, and it proved impossible to achieve the hoped for sales volumes at a reasonable mix and price. Continuing high interest rates did not encourage any restocking down the supply line. Although there was no interim dividend improved trading in the second half year, with a pre-tax profit of £2.25m, gave a final dividend of 3p per share — the same as 1980. ■

## BCDTA luncheon

Speaking at the annual luncheon of the British Chemical Distributors and Traders Association in London last week, Mr D.P. Headon (outgoing chairman) referred to the problems caused to members by the introduction of many new regulations. In the past, he said, they had been "overwhelmed with legislation" but he was pleased to note that the present Government was now taking steps to reverse that trend.

Following the annual meeting Mr D.F.

Waugh (P.I. International) became president of the Association in succession to Mr Kingsley Williams, who had completed three years in that office. The new chairman is Mr Bernard Pollecoff (Fallek Chemicals). ■

## Briefly

■ **Beckton Dickinson UK Ltd** have moved to Between Towns Road, Cowley, Oxford OX4 3LY, telephone 0865 777722.

■ **Boehringer Ingelheim KG** have appointed Alfa Chemicals Ltd as UK and Ireland distributor for their range of pharmaceutical raw materials and intermediates. Inquiries to: *T.G. Page, Alfa Chemicals Ltd, Broadway House, Shute End, Wokingham, Berks RG11 1BH. Telephone (0734) 792566.*

■ The pharmacy computer labelling and record system developed by Mr J. Richardson of Preston (*C&D February 13, p254*) can be seen in-store for demonstration purposes at Waterloo Chemists Ltd, 269 Great Cheetham Street, Salford, Manchester. Those wishing to see the system should phone Mr Denby on 061-792 3284 during business hours.

■ **Schmid Laboratories**, the American subsidiary of LRC International, have purchased the assets of Feminique Products Corporation for a sum of around £600,000. The Feminique brand has annual sales of approximately £800,000. Products include a disposable feminine douche and a personal feminine deodorant spray. ■

## MARKET NEWS

### Few price changes

London, May 11: enquiry and sales in all sectors of the market in the past week continued on the same level as in the past month or so, while prices moved little.

Among essential oils Chinese spearmint was lower, its fall being further helped by stronger sterling against the US dollar. The few other changes related to forward deliveries of patchouli, petitgrain and Brazilian peppermint.

Chinese menthol was lower in both positions but Brazilian was steady at previous levels. For the second week in succession there were no changes among spices. A very steep rise in the price of Curacao aloes was the main feature of the botanicals; kola nuts were also higher. Most of the balsams and cherry bark were lower.

Price changes in certain vitamins expected to operate from the beginning of May had not been announced by the time this report went to press.

Monsanto have announced price increases for British manufactured aspirin

to come into effect on June 1. Prices will rise by 8 per cent for granular, crystal and powder grades from £2.04kg to £2.20kg. ■

### Pharmaceutical chemicals

**Acetone:** £480 metric ton for 30-drum lots.

**Adrenaline:** (per g) 1 kg lots base £0.35; acid tartrate £0.30.

**Calamine:** BP £758 per 1,000-kg delivered.

**Calcium ascorbate:** £7.38 kg in 25-kg pack.

**Choline:** (50-kg lots) dihydrogen citrate £3.40 kg.

**Cinchocaine:** (15-kg lots) base and hydrochloride £125 kg.

**Glucose:** (Per metric ton in 10-ton lots) — monohydrate £325; anhydrous £650 for 1-ton; liquid 43° Baumé £351.50 (5-ton lots); naked 18-tons lots £290.25.

**Oxalic acid:** Recrystallised £1.59 kg for 50-kg lots.

**Papaveretum:** £390 kg; 5-kg lots £355 kg. Subject to Misuse of Drugs Regulations.

**Paracetamol:** (Per kg) 10-ton contracts from £2.70 to £3.10; 1-ton £3.15. Premium for d/c £0.35 kg.

**Tocopherol acetate:** DL-alpha per kg £14.30 (in 20-kg lots); adsorbate £13.42 (25-kg); spray-dried £11.83.

**Vitamin A:** (per kg) acetate powder  $\frac{1}{2}$  miu per g £17.55 (5 kg lots); palmitate oily concentrate 1 miu per g £17.27 (5-l); water miscible £4.84 litre (6-litre pack).

### Crude drugs

**Agar:** Spanish £7.50 kg spot.

**Aloes:** Cape £1,500 metric ton spot; £1,475, cif. Curacao £5,300, cif.

**Balsams:** (kg) Canada: £16.65 spot; £16.70 cif. Copiba: £5.80

spot; £5.90, cif. Peru: £9.80 spot; £9.90, cif. Tolu: Spot £5.60.

**Belladonna:** herb £1.10 kg spot; £1.14, cif; leaves £1.14 kg; £1.80, cif. root no spot; £2.34 kg cif.

**Benzoin:** £136 cwt, cif.

**Cherry bark:** No spot; £1,450 metric ton, cif.

**Kola nuts:** £230 metric ton spot; £250, cif.

**Lanolin:** BP grade £1.05 kg in 1 metric ton lots.

**Lemon peel:** £1,900 metric ton spot and cif.

**Liquorice:** Root, no spot; £815 metric ton, cif. Block juice £1,400 metric ton spot; spray-dried powder £1,900.

**Lobelia:** European, no spot, £1.75 kg, cif.

**Mace:** Grenada unsorted £4,200 metric ton, fob.

**Menthol:** (kg) Brazilian £7.60 spot; £7.45, cif. Chinese £6.15

spot and cif.

### Essential and expressed oils

**Almond:** Sweet in 4-ton lots £1.65 kg duty paid.

**Anise:** (kg) Spot £13.00; £11.75, cif.

**Bay:** West Indian £10 kg spot; £9.90, cif.

**Fennel:** Spanish sweet £7.75 kg spot; bitter £7.40.

**Geranium:** Bourbon £38 kg spot; £36.50, cif.

**Patchouli:** Indonesia £22 kg spot and cif.

**Pennyroyal:** From £7 per kg spot.

**Pepper:** English-distilled ex black £130 kg.

**Peppermint:** (kg) Arvensis — Brazilian £7.50 spot; £7.60, cif. Chinese £4 spot; £3.90, cif. American piperata £13.

**Petitgrain:** Paraguay £9.75 kg spot; £9, cif.

**Spearmint:** Chinese £9 kg spot; £8.50 kg, cif. American from £11.50 spot.

**Thyme:** Red 45-50% £19.80 kg spot. 50-55% £22.75.

**Vellvert:** Java £25.50 kg spot and cif.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press.

## COMING EVENTS

Monday, May 17

Mid Glamorgan East Branch, Pharmaceutical Society, Hawthorn leisure centre, Pontypridd, at 8.00 pm. Annual meeting.

Tuesday, May 18

West Midlands Branch, National Pharmaceutical Association, Postgraduate medical centre, Manor Hospital, Moat Road, Walsall, at 7.30 pm. Joint meeting with the Walsall and Wolverhampton Branch, Pharmaceutical Society, Mr E. J. Downing talks on "Computers in pharmacy — the current state of the art".

Wednesday, May 19

Bath Branch, Pharmaceutical Society, senior common room, Bath University at 8.00 pm. Annual meeting followed by free buffet and film "Inhalers and patients".

Dundee and Eastern Scottish Branch, Pharmaceutical Society, Lecture theatre, 3, Ninewells Medical School, at 7.30 pm. Theatre evening.

Isle of Wight Branch, Pharmaceutical Society, Postgraduate medical centre, St Mary's Hospital, Newport, at 8.00 pm. Professor E. J. Shellard talks on "Contribution of the plant kingdom to modern medicine".

Thursday, May 20

Birmingham Branch, Pharmaceutical Society, 7th floor senior common room, Aston University, at 8.00 pm. Annual meeting followed by talk from Mr Philip Paul, public relations officer, Pharmaceutical Society.

Hereford Branch, National Pharmaceutical Association, The Green Dragon Hotel, Broad Street, Hereford, at 8.00 pm. Mr Peter Taylor, member of the Board of NPA, speaks on "The health food market — fact or fiction?".

### Advance information

Proprietary Articles Trade Association, Pharmaceutical Society, 86th annual meeting, Connaught Rooms, Great Queen Street, London WC2, June 17 at 2pm. The meeting is open to all members of the Association.

Cosmetic, Toiletry and Perfumery Association Ltd, Hilton International, Park Lane, May 27. Annual dinner with guest speaker Mr Kenneth Baker, Minister for Industry.

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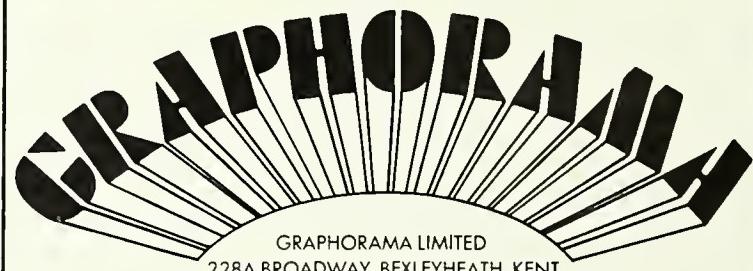
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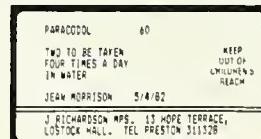
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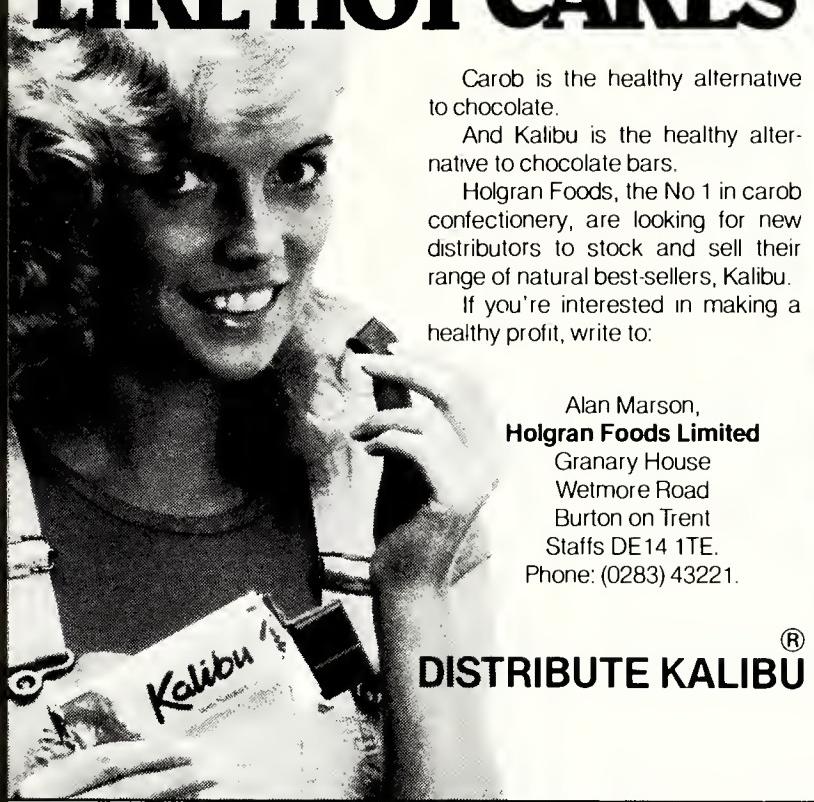
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Halina BB/X2

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The new, extended range has some of the most advanced features available on the market. Built-in motor-drive, light-sensor controlled flash, automatic exposure and automatic loading. All

designed to make picture-taking irresistably easy.

Prices are keener than ever, starting from as little as £5 - good news for your customers. And mark-ups are exceptionally generous too - good news for you.

And this year we've introduced a special no-quibble exchange warranty. If your customers have any problems with a Halina camera within a year of purchase, we'll replace it straight away.

The whole range is backed by a £400,000 advertising campaign in the national and specialist press - yet another reason for you to stock up, sit back and watch the new Halina's sell themselves.

To find out more about the superb range of Halina cameras contact Ken Smith at the address below. Then take it easy.

# Halina. Take it easy.

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